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INDUSTRIAL CANADA

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INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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COMMENT OF THE MONTH.

The Future for Canada.

WHAT will to-morrow show? Employment or unemployment? Prosperity or depression? The answer rests on a decision which Canada will be called upon to make within the next few weeks. Shall we adopt a fiscal system which will mean a dependence upon the United States, or shall we carve out our own destiny? The whole life and government of the United States make that country the victim of a constant succession of vicissitudes of fortune. Recurring elections, trusts, conflicts between state and federal authorities, these and other causes bring about depressions and activities. Is Canada to reflect the changes there exhibited? Not along that path does prosperity lie. Rather should we aim at such fiscal independence as will enable us to develop a system of life and industry which will ensure continuance of employment of labor and capital, with a ready market for the producers of food products.

Who Will Develop Skilled Labor?

THE decay of skilled labor has been the subject of many discussions of late. Canada is not producing artisans to keep pace with the growing demands of industry. On the contrary, a normal supply is kept up only by the immigration of European factory workers. The causes are complex. Apprenticeship has disappeared as a factor in the production of skilled mechanics, although a few shops still maintain a system with good results, among which might be mentioned especially the Grand Trunk shops, which, to their regular apprenticeship work, have added night classes in theory, by which an efficient class of workmen is being developed. In the vast majority of factories, however, no such system obtains. Hence more and more men drift into unskilled labor because they have had no chance to learn a trade; or, having got an inadequate and superficial smattering of a trade in some shop, blossom out as full-fledged journeymen mechanics at union wages. Trade schools have become an urgent necessity. "At the present time," said a speaker at a recent meeting of the Master Painters and Decorators Association, "the average master mechanic is unwilling to teach his trade as his time is fully occupied in other directions and the tendency is for the apprentice to be left in the hands of underlings, whose knowledge of the trade is at best superficial. The day is long since past when master and men worked hand in hand. Numbers of young men who desire to learn a trade are thus unable to do so and drift into the already overcrowded unskilled labor market." The speaker referred to the case of the youth who, wishing to learn harness-making, had tried in vain for a long time to become apprenticed and finally committed a slight crime so that he could be sent to a reformatory where the trade was taught. "It is a well-known fact," he concluded, "that America, which is one of the greatest mechanical producers, cannot produce mechanics, and the majority of foremen in mechanical

factories are men who were trained in Great Britain or Germany." Canada cannot go on for ever trusting to the nations of Europe for her supply of skilled labor. It is time we assumed the burden of developing at least a part of what we need.

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Ontario's Northland.

ATTENTION was called in a recent issue of INDUSTRIAL CANADA to the lack of appreciation on the part of the Ontario Government of the immense agricultural area in the northern part of the Province. While a quarter of a million people a year have been flocking into Western Canada this fertile and advantageous district has lain uncultivated and unsettled. Indications now point to a change for the better. The G. T. P. is opening up immensely valuable land, and now the C. N. R. has projected a line from Ottawa to the head of the lakes which will tap another rich district. The impetus given by these railway lines should induce heavy immigration into Northern Ontario. Farmers who take up land there will have several notable advantages over those who go farther west. Most important, they will be within a few hours' reach of the consuming centres of Canada. A ready market will be calling for their produce. They will, too, be much nearer the base of supplies, the equipment for their farms, the furnishings for their houses and the necessities for their own comfort. They should get a double advantage from their proximity to the industrial centres of population. They will be burdened with less freight on what they have to sell and on what they require to buy. From the national standpoint the value of a large population in the north country cannot be exaggerated. Depth is what Canada needs. We now have eight millions of people but they are scattered in a ribbon across the continent. A solidity of population, a broadening of the basis of nationality is urgently necessary. We live too close to the line, affected by the movements and view-points of the people of the United States. It will be better for us when we attain such a breadth as to be removed from those influences. The opening up to settlement of the wide area through which the new railways run will add great strength to Canadian sentiment.

Cheaper Cable Rates.

NEGOTIATIONS for a cheaper cable service between Canada and Great Britain are making progress. Hon. Rodolphe Lemieux announces that the Postmaster-General of Great Britain is strongly in favor of improved communications. An arrangement has been effected with the cable companies whereby the rates have been fixed at twenty-five cents a word for rush messages, twelve cents a word for ordinary messages and six cents a word for press despatches. These rates, however, are not considered satisfactory, and unless a still further reduction is made the Imperial Government will undertake the laying of a state-owned cable. It is pointed out that the cost of a cable from Great Britain or Ireland would not be more than $2,000,000. The advantages which would accrue from a better and cheaper cable service not only in a business way by bringing buyers and sellers closer together, but also, and more particularly in a national and imperial way, by the substitution of direct despatches for those which now filter through United States channels would well repay the expenditure.

Maintain Prosperity.

THE United States are now suffering from a pronounced lull in manufacturing activities. Business is dull. On the contrary, Canada is enjoying the fruits of expansion and development. Under normal conditions that activity should last for many years to come. The result is obvious. All men are employed at good wages. Every class of business men is prospering. Only one cloud appears on the horizon, the chance of an invasion of our markets by the partially employed manufacturers of the United States. The possibility is neither improbable nor remote. In some steel lines competition from the United States has been keener during the past few months than ever before. Where a manufacturer can find at home a demand for only sixty per cent. of his output—and that has been the condition in the United States for months—he will try to unload his surplus products abroad, even if he has to do so without regard to profits. The question we have before us now is whether or not the tariff will stand the pressure of the foreign invasion. The continued employment of our workmen, with the consequent activity and prosperity of the whole business community, depends upon the goods we use being made in Canada rather than abroad. It is of no advantage to the Canadian storekeeper, to the Canadian professional man, or to the Canadian civic treasury to have what we consume manufactured in Pennsylvania. It is of vital importance that all citizens be continuously and profitably employed, not only when foreign competitors are too busy at home to bother about export trade, but equally or more so when a depression abroad brings in a flood of dumped goods. A weakening of the barrier at the present time would be nothing short of disastrous. A continuance of good times for agriculture, labor and capital depends upon a maintenance of adequate protection to industries.

The Fire Loss.

WILL Ontario and the other Provinces sit down again in their old habits of carelessness and thriftlessness until another fire sweeps their timber lands? Year after year this continent has sacrificed hundreds of millions worth of timber to the flames. Attention has been called with monotonous regularity to the wastefulness

of it, but without avail. Now the fire has come where there was human life and a heavy list of dead is the result. Will the Governments do now what a mere loss of wealth before was insufficient to compel them to do? Those who are familiar with the forests state that the heaviest part of the loss could be avoided by a more complete system of fire ranging and by some comparatively simple regulations for forest management. The Conservation Commission has made specific suggestions. Clear the railway right of way of dead branches, open up a central road, install a signalling system either by telephone wires or otherwise, and have the territory more efficiently patrolled. These are some of the more obvious precautions. The Provinces baulk at the expense. The time will come, and not in the very far distant future either, when they will regret the parsimony of the present. Canada's share of the forest fire loss of the continent will figure out close to the hundred million dollar mark annually. A tithe of this properly spent in preventative measures would save most of this loss. As an insurance premium, the cost of an adequate service would be cheap. However, Canada is one of the few remaining sources of supply for timber. At a time when the world is turning its attention to conservation and reforestation, it would be crass stupidity on our part to waste the natural growth through a failure to provide properly for its protection. We do not refer to the terrible calamity in loss of life during the recent forest fire. As a mere question of economics, judged entirely by the money value of the property destroyed, our forest fires are little short of a public crime. More advanced forest methods are urgently needed.

Toronto's Exhibition.

THIS month will see the opening of the Canadian National Exhibition at Toronto once more. The big annual event is of national importance, gathering into one spot as it does all that is notable and fine in Canada's products, whether of the soil, the dairy, the mine or the workshop. It is no exaggeration to say that it has grown better and bigger each year. The astonishing feature about it, to those who are not familiar with its administrative machinery, is the ever-increasing interest displayed in it by the people of Toronto and the surrounding country; for, after all, it is upon them primarily that the Exhibition must depend for its attendance. The manufacturing interests of the country are fortunate in having on the Board strong representatives of practically all lines of industry. This year many improvements will be found in the various buildings as a result of the active efforts of the Association's representatives. While a new machinery hall has had to stand over for another year, owing to a doubt as to the action of the railways, the old buildings have been improved and the number and variety of the exhibits increased. The Manufacturer's Building will be made more convenient for visitors and certain of the objectionable features of previous years will be eliminated, The Process Building will be made interesting with a number of new products in course of manufacture. The Transportation Building will be more complete than ever. The approach of the opening date sees an enthusiasm and interest which augurs well for the success of the show.

Caution Needed.

ENQUIRIES have reached us in reference to the Universal Mercantile Co., supposedly of Port of Spain, Trinidad, who have been negotiating with a number of Canadian manufacturers with a view to representing them in the West Indies. The company is unknown now at that address, having been succeeded by another company known as the Commercial Dutch Co. The latter company has only a post office address and has apparently no permanent place of business in Port of Spain. Nothing is known of the Universal Mercantile Co. by the banks or by business men. Hence it would be well for Canadian firms to make proper investigations before entering into business relations with them.

Directory of Foreign Buyers.

A VALUABLE publication has just been issued by the Department of Trade and Commerce, Ottawa, being a directory of foreign importers who are interested in Canadian products. The lists were prepared by Canada's trade representatives abroad, and cover Australia, British Guiana, British West Indies, China, Cuba, Holland, Japan, Mexico, Newfoundland, New Zealand, South Africa and the United Kingdom. These lists have appeared in the weekly reports from time to time during the past few months, but are here collected conveniently into a single book and as they were carefully prepared in the first place will prove of the greatest value to

TWO LITTLE RECIPROCITY NIGGERS



Taft—"Now, doant yo' be frightened, hen. We ain't a-goin' to do yo' any harm. We is just a-goin' to shake hands wif yo' and be frens, dat's all." —From the *Montreal Star*.

exporters. The enterprise shown by the Department of Trade and Commerce in this respect is in line with the efficient and aggressive service which has been given now for a considerable time. The opening of new markets and the establishment of business relationships abroad has been carried forward in a way which is most satisfactory to Canadian business men.

C. N. R. and Montreal.

ANNOUNCEMENT is made that the Canadian Northern Railway will enter Montreal within the next two and a half years by way of a tunnel under the mountain. A meeting was held recently in that city at which plans were gone into for the establishment of a great terminal requiring the expenditure of several millions of dollars. The scheme as proposed calls for a bridge over the Back River, and would make possible the giving of a suburban service to all the country behind the mountain. Already much property has been purchased. An area has been secured sufficient for miles of sidings and for a site for great shops. The capital has, it is understood, been secured in England for carrying out this great development.

Efficient Civic Government.

THE fate of most civic reformers has befallen those who have devoted months of time and much work to a reasonable investigation and criticism of Toronto's building by-law. A civic official who refuses to be convinced seems to meet all such movements. For years individuals have protested not only against the delay in passing upon plans in the city architect's office but more so against the unreasonable stringency of the requirements which the plans have to satisfy before they are approved. To such objections there was no reply other than that the by-law was as it was and its regulations must be observed. When last autumn a concerted effort was made to present to the Board of Control not only a criticism of the present by-law but definite suggestions for its improvement, it was felt that progress was being made along the right line. A committee consisting of representatives from the architects, builders, engineers and manufacturers studied the by-law carefully and in detail, comparing it with similar building by-laws in other cities and with the best engineering practice. As a result of this investigation, certain clauses were criticised as being too lax and others as being too stringent. Where a clause was criticised, the reason for the criticism was given and changes were suggested. The general weakness resulted from the fact that since the by-law was first drafted fire-proof building and cement construction have sprung into prominence and no adequate provision has been made for them. It is discouraging to the man who wishes to erect a fire-proof building to be met with a condition which will increase the cost far beyond the requirements of safety. Many buildings have been erected of inferior construction because of the absurd requirements imposed on builders of fire-proof structures. Yet, in spite of the independent and technically expert advice and criticism contained in the committee's report, no reform is promised. The city architect has set his face against progress. The fight for a better building by-law must be carried on without intermission until the by-law is amended with or without the present architect's consent.

Allowances from Track Scale Weights.

A CONFERENCE will be held between the railway companies and shippers as a result of the judgment of the Board of Railway Commissioners in the case of the allowance from track scale weights for snow, moisture, dirt, etc. The question has now been up for consideration for several months and it is entirely due to the arbitrary action of the transportation companies that a conference did not take place long since. As far back as last March the Canadian Manufacturers Association suggested that representatives go into the matter and try to arrive at an amicable arrangement. On the refusal of the companies, appeal was made to the Commission, and after an extended hearing, in which the Association's Transportation Department presented a great mass of evidence to show the variations caused by natural phenomena, the looseness of the methods of weighing and the impossible suggestions for estimating the weight of snow and ice by weighmen, the judgment has been given, recognizing the force of the Association's contentions and ordering a meeting between shippers and carriers. Victory so far rests distinctly with the shippers. It is now the railways' move.

Municipal Accounting.

A STEADY search-light has been thrown on the accounting systems of a number of United States cities during the past few years. The pioneer work was done by the Bureau of Municipal Research of New York, an organization whose efforts in the direction of efficient local government can never be sufficiently appreciated. Week after week, and month after month, it has called attention to irregularities and weaknesses in the system of municipal administration and has pointed out how a greater service could be secured from the same expenditure. The weakness of most civic reform movements on this continent has been a lack of persistency. A condition arises which shocks public opinion and the forces of corruption are routed. When the immediate cause of the uprising disappears, however, interest slackens and disappears and the evil spirits re-enter the field in sevenfold numbers. In Montreal a great work of reform was carried to a successful conclusion about a year ago through the development of a lively public spirit; but even there there has been a tendency to allow a return to the former conditions. Public interest has fallen off and it is abundantly evident that eternal vigilance is the price of civic good government. The experience of virtually every city on the continent

shows the necessity of a permanent directing force to turn the light of publicity on civic methods. As one means towards this end, the Bureau of Municipal Research a year ago gave a public exhibition in which they showed graphically where every dollar of expenditure went. The water supply far up in the mountains was shown to require so much, the schools so much more, and so on. The hundreds of thousands of citizens who visited the exhibition showed what natural interest there was in the subject. An examination of municipal budgets is the duty of every citizen. The first result of a general examination will be the presentation by city treasurers of reports which will be intelligible. A critical analysis of receipts and expenditures will develop carefullness. The beginning of good government rests with the municipality. There is where the citizens can most quickly and most effectively make their influence felt.

Trade Union Methods.

SOME recent happenings, showing methods of trades-unionism are of enough interest to have them widely known. A Canadian manufacturer having been obliged through an accident to machinery, to close down for a couple of weeks, found that a number of his employees refused to return to work under the conditions under which they had been working for nine years. The reason for this was found to be the advent of an organizer from the United States. It was on his suggestion that the men declined to accept work and, as was to be expected, the firm refused to bow to U. S. union control. To be able to fight the firm it was necessary to get "strike pay" and union rules had to be violated to meet the condition. As the men did not go out on strike, of course a strike could not be declared. Although wages and hours of work were fully satisfactory, and work was offered under regular conditions, the difficulty of getting money for the men had to be overcome by the organizer, so he declared it "a lock-out." The kind of help required by the firm is to be had in different countries, but as the spirit of Canada is to have as many British workmen as possible, Great Britain was called on to supply workmen willing to work. A member of the firm crossed the sea and in many towns and to many individuals was told the whole story. Nothing was hidden and nothing altered as to facts. Several signed contracts and had their passage paid to the factory town. Each agreed to return passage money by a small charge on pay day, and the firm agreed to have the wives paid a weekly sum until the husband could remit part of his earnings. In addition the firm advanced sums to clear off any tradesmen's small accounts, so as to leave the wives free from all anxiety. The firm lived up to its part of the agreement. One of the men was given the confidence of the employer and was made captain of the immigrants, and all was apparently well until the trades union officials in the Canadian town called to see them. An immediate result was the repudiation of their word and contract by nearly every man in the whole lot and a summons issued by the captain against the employer for publishing false statements. The case against the employer was so absolutely weak that it was thrown out without the defence being required to produce any evidence. Had the evidence been put in, however, it would have shown an example of duplicity such as has seldom been exhibited in this country, common as it has become in labor circles in the United States. Not only were the men who defaulted after they had been brought to Canada fully informed of the facts of the case before they signed contracts, but letters in the possession of the employer prove the existence of a conspiracy and that men were sent out deliberately with the intention of having them break their contracts. The acceptance of money from the employer without giving service in return is susceptible to no explanation. It is plain theft. The adoption and approval of such methods by unions arm those who claim that unions have passed from the stage of beneficient co-operation to that of soulless tyranny. It is satisfactory to note that the factory in question is operating with a full staff and as an open shop.

The Issue.

NOT since the inauguration of the National Policy has there been such a clearly defined issue as is now presented to the electorate of Canada. On the result of the coming elections will depend the adoption or rejection of the reciprocity agreement. Shall we take a leap in the dark into the unknown and untried complexities of a trade alliance with the United States, or shall we continue in the line of development which, in the past few years, has brought us unprecedented prosperity? Under the existing fiscal system Canada has increased in population fifty per cent. in ten years. We are receiving three hundred thousand immigrants annually. More than this we do not want. We would be unable to assimilate them, to give them the governmental and educational services which the citizens of a democratic country are entitled to and should have. Employment is general. It is a fair statement that to-day in Canada no man is unemployed who is willing to work. On the contrary there is a danger of losing part of the Western crop because there are not the hands to harvest it. In Ontario fields lie fallow for want of farm laborers. And prosperity is in accordance with that condition. Capital is flowing into the country, lines are opened up, new agricultural land is thrown open to settlement, lines of railways are projected into every district, the whole country in all its wealth is being developed internally. Such is the condition under the fiscal system now obtaining. What has the Government to offer under reciprocity? Competition for our farmers from practically the whole world; changed trade routes; endangered industries; curtailment in expansion; hesitancy of capital. Certainty would be changed for uncertainty, confidence for doubt. Why invite trouble? We enjoy what other countries long for, employment for both labor and capital at remunerative rates. Having the substance, why should we be asked to grasp at the shadow?

PROCEEDINGS OF EXECUTIVE COUNCIL

Last Meeting before Convention. Reports of Committees show Work of Departments for past month. Some Important Transportation and Tariff Decisions. Industrial Canada shows a Profit. Reports from Local Branches.

HOT weather and the holiday season were to blame for a rather small attendance at the July meeting of the Executive Council of the C.M.A.

In the absence of the President, Mr. Arthur Hatch, of Hamilton, occupied the chair very acceptably.

Others present were: Messrs. Hy. Bertram, Dundas; Geo. Booth, Toronto; S. B. Brush, Toronto; W. L. Edmonds, Toronto; H. W. Fleury, Aurora; E. G. Henderson, Windsor; A. E. Kemp, Toronto; R. McLaughlin, Oshawa; J. A. McMahon, Hamilton; C. M. Murray, Toronto; Jas. P. Murray, Toronto; S. R. Parsons, Toronto; T. A. Russell, Toronto; Alex. Saunders, Goderich; J. R. Shaw, Woodstock.

TREASURER.

Notwithstanding disbursements of over $8,000 on the "Made in Canada" campaign, Treasurer Booth was still able to report something to the Association's credit in the bank. The May balance of $4,832.13, however, was cut down to $1,662.17 and it will require close figuring to avoid an over-draft when the fiscal year terminates on the 31st of July.

FINANCE.

Preparatory to the closing of the books for the end of the year, the Finance Committee took the precaution to write off $372.15 for bad and doubtful debts. Of this $78.75 was on account of the Trade Index and $293.40 on account of INDUSTRIAL CANADA. Figured out in relation to the total business carried by these two publications it means a loss of only ¾ per cent. and 1½ per cent. respectively, so it will be seen that the accounts on the whole have been remarkably good.

Hereafter Branch Secretaries will have to earn their commissions before they can get them. By a ruling of the Council adopted on the recommendation of the Finance Committee, all Branch Secretaries except those who are engaged on a straight salary basis will be made honorary officers as provided in the by-laws, but authority will still be vested in the Finance Committee to pay commissions quarterly as heretofore, provided it is able to satisfy itself that the commissions have really been earned.

The usual monthly accounts were passed for payment, totalling $1,914.25.

As required by the by-laws, a summary of the receipts from and expenditures upon the various Branches was submitted for the information of the meeting. The sub-joined reprint of a portion of it may prove interesting as showing the territory from which the Association derives its revenue and the amount which is spent upon the different localities:

Branches.	Receipts.	Disbursements.
British Columbia	$1,535.00	$565.28
Hamilton	2,440.00	347.45
Manitoba	1,320.00	430.43
Montreal	7,475.00	3,282.03
Niagara District	730.00	——
Nova Scotia	1,065.00	288.49
Quebec	815.00	207.39
Toronto	8,945.00	1,446.25

RECEPTION AND MEMBERSHIP.

The Association makes a net gain of one as a result of the applications and resignations passed at the July meeting. The new members are as follows:

Bedford, Que.
- Corey Needle Co.,—Knitting Needles.

Bridgeburg, Ont.
- Buffalo Specialty Co.—Liquid veneer, etc.
- The Genesee Pure Food Co.—Ice cream powder.

Hagersville, Ont.
- The Hagersville Contracting Co., Ltd.—Rubble and crushed stone.

Montreal.
- J. H. Oxley.—Printer and Stationer.
- Scottish Rubber Co.—Waterproof clothing.
- Tooke Bros., Limited.—Shirts and collars.
- Ed. Youngheart & Co., Limited.—Cigars.

St. John, N.B.
- Jas. W. Foley & Co.—Butter crocks, churns, etc.

Toronto.
- The Boeckh Bros., Ltd. (John C. Boeckh, 3rd member.)
- Canada Wire & Cable Co., Ltd.—Wire and cable.
- The Doherty Mfg. Co., Ltd.—Waists and dresses.
- Jersey-Creme Co.—Jersey-creme syrup.
- National Fireproofing Co., Ltd.—Hollow tile.

Victoriaville, Que.
- The Canada Mattress Mfg. Co.—Mattresses, springs.

Warwick, Que.
- The Dominion Comb and Novelty Co.—Combs and Hair ornaments.
- Warwick Overall Co.—Overalls.

RESIGNATIONS.

Amalgamations and the discontinuance of business will account for most of the following resignations:

Calgary, Alta.
- Alberta Box Co., Limited.

Elmira, Ont.
- Gateman, Ullyot Co., Limited.

Kingston, Ont.
- Ontario Powder Co., Limited (C. A. Macpherson, 2nd member).

London, Ont.
- Hunt Bros. (G. C. Hunt, 2nd member).

Mispec, N.B.
- St. John Pulp & Paper Co.

Montreal.
- The Durham Rubber Co. (J. J. McGill).
- Montreal Last Co.
- The Oriental Silk Co., Limited.
- B. Silver & Co.

Orillia, Ont.
- The E. Long Mfg. Co., Limited (W. W. McBain, 2nd member).

Owen Sound, Ont.
- The Corbet Foundry & Machine Co.

Sutton, Que.
- Clark Bros.

Toronto.
Bon-Bon Company.
Elliott Mfg. Co., Limited.
Vancouver, B.C.
British Canadian Wood Pulp & Paper Co.
West Lorne, Ont.
West Lorne Wagon Co.

CONVENTION ARRANGEMENTS.

Those who propose attending this year's Convention will be pleased to learn that the railways have authorized, from all parts of Canada, a rate of single fare for the round trip on the certificate plan, regardless of the number in attendance.

The first announcement on the subject will be issued August 1st, consisting of the customary invitation from the President and the Secretary's notification in regard to nominations and amendments.

There will be no Section meetings at this year's Convention, not but that someof them might like to meet, but they have willingly subordinated matters affecting their individual trades to the broader issues confronting the Association. It is likely that the extra half day will be consumed in threshing out the recommendations of the Tariff and Parliamentary Committees.

PARLIAMENTARY.

The above Committee submitted the following resumé of matters discussed at its regular monthly meeting:

REPORT OF LEGAL DEPARTMENT.

The Legal Secretary presented a verbal report of the work of the Department for the year ending the 30th of June, 1911. The report showed that the expectations in opening this Department of the Association's work had been fully realized. Besides participating in the general activities of the Association and taking over a number of branches which have formerly been dealt with by the General Secretary and the Assistant Secretary, the Department has rendered services in various lines to individual members of the Association. During the year over 1,700 letters, advising on various branches of law, have been sent out and some 400 consultations have been held by members with the Legal Secretary. In addition to the work of advising, the Department has also handled a large amount of special work for members, particularly in the line of obtaining extra-provincial licenses and registration for companies. There has been an incidental revenue from this source of over $1,800. It is not to be anticipated that this revenue will expand or even continue so as to make the Department self-sustaining, but there should be a substantial revenue every year to off-set the expenditure in the Department.

WORKMEN'S COMPENSATION.

Pursuant to the recommendation adopted by the Council last month, Mr. F. C. Schwedtman, Commissioner for the National Association of Manufacturers of United States upon the subject of Workmen's Compensation has been invited to give an address at the Annual Meeting of this Association on the second night of the meeting. This address constitutes a condensed summary of the results of the investigations of the commission in European countries and was the chief feature of the meeting of the National Association of Manufacturers some months ago. The members of our Association are recommended to make a special effort to hear Mr. Schwedtman's address.

NEW COPYRIGHT ACT.

The Legal Secretary is investigating the effect of the new proposed Copyright Act which embodies some very far-reaching changes of the law of this country. A meeting of the publishers will be called shortly to further discuss the Act and formulate the publishers' recommendations in connection with the Act.

TARIFF.

In connection with the report of the Tariff Committee considerable interest was taken in the announcement of the new Treaty with Japan. It will be recalled that the Convention, dated January 3rd, 1906, regarding commercial relations between Japan and Canada, expired on July 17th. In May last Parliament passed a new Act respecting customs duties on importations from Japan, leaving it to the Governor-General-in-Council to fix a date upon which same should become effective. By proclamation published in the *Canada Gazette*, the new Treaty went into force on the 17th of the month.

Reduced to its elements this Treaty provides that on Canada granting to the products of Japan most favored nation treatment the products of Canada on importation into Japan will not be assessed higher duties than are imposed on like articles imported from any other foreign country. Under this agreement Japanese products will be entitled to entry into Canada under the terms of the French Treaty, also under the United States Reciprocity Agreement when it becomes effective.

RECIPROCITY AND THE DUMPING CLAUSE.

The Committee reported having issued a circular to the membership at large on July 10th, pointing out the likelihood that the dumping duty could not be made to apply to articles mentioned in the Trade Agreement between Canada and the United States, and urging manufacturers affected to get into communication at once with the Minister of Finance with a view to securing if possible some measure of protection. This is perhaps one of the most serious aspects of the Treaty from the Manufacturers' point of view, and it is expected that a very strong case can be made out against it.

CUSTOMS DECISIONS.

The following decisions have been received from the Department of Customs:

Bed Spindles, comprising the brass tube with the trimmings mounted thereon, are held to be subject to duty. The trimmings and tubing imported separately may be entered free of duty under tariff item 486, when imported by manufacturers of beds for use in their own factory in the manufacture of bedsteads.

Machines which require the application of motive power (other than mechanical power) to set them in operation, should not, as a general rule, be classed as mathematical instruments. If iron or steel, will be assessed duty under tariff item 453, General Tariff rate 27½ per cent.

In view of the provisions of sub-section (f) of section 2 of the Customs Act, a bicycle is classed as a vehicle; therefore a drawback of 99 per cent. of the duty on steel axle bars used in the manufacture of axles for bicycles will be granted by the Department under item 1007 of the tariff.

RAILWAY AND TRANSPORTATION.

The above Committee had a big budget of news to present:

Weighing Carload Traffic—Allowances from Track Scale Weights.

At a sitting in Ottawa on June 20th, the Board of Railway Commissioners heard what there was to be said for and against the changes which the carriers proposed in regard to allowances from track scale weights made to cover variation in tare of cars caused by absorption of moisture, accumulation of ice and snow, etc., also for blocking, dunnage, or temporary racks used in connection with shipments of agricultural implements, machinery, street cars, vehicles or stoves. As a result of the hearing the tariffs, the effective date of which had been previously postponed from May 1st to July 1st, were further postponed indefinitely.

It developed at the hearing that subsequent to the issuance of their general Western weighing tariff, the Canadian Pacific Railway found it proper to reinstate permanently by supplements to their lumber tariffs the present allowances on lumber and such other commodities as were provided for in these tariffs between British Columbia points and from British Columbia to all points in Canada.

Since the hearing the Canadian Pacific Railway have written the Commission stating that they now propose to withdraw these supplements, superseding them with their general weighing tariff W-2393. It is stated in their communication to the Commission that the reason which impels the company to take this action is that their traffic officers consider they would be unable to justify any difference in treatment as to shipments from British Columbia. They have asked the Board to consider the arguments advanced in support of their general weighing tariff as equally applicable to British Columbia.

Your Committee has caused a protest to be filed with the Board against this action, and has also requested that our British Columbia members be given an opportunity to present their objections to same at the sittings of the Board which are to be held in the West towards the end of August.

Loading Less than Carload Freight on Industrial Sidings.

The railways have decided not to disturb for the present the existing arrangements in regard to loading less than carload freight on industrial sidings. The following joint circular dated June 21st has been sent out by them to all concerned:

"Referring to joint circular, dated October 15th, 1910, giving notice to shippers and instructions to Agents to discontinue on and after January 1st, 1911, the practice of loading less than carload shipments of freight into cars on industrial sidings, and to subsequent circular dated December 29th, 1910, announcing postponement of the effective date thereof until July 1st, 1911.

It has been ascertained that in several instances shippers have not yet provided themselves with adequate arrangements, and in some cases the railway companies have been unable to provide the increased facilities necessary in order to carry out the new regulation without embarrassment to themselves and inconvenience to the public. Therefore, it becomes necessary to announce that the existing arrangements will not, for the present, be disturbed."

Plate Glass Release Form.

When the C.M.A.'s complaint in regard to this form came up for hearing at Ottawa on July 4th, the representatives of the railways stated that they were willing that it should be discontinued. A supplement to the classification, or supplements to the tariffs, will be issued at once revising the ratings in the classification on this commodity, and placing it in the same position as all other similar articles provided for therein.

Through Freight Rates—Dominion Atlantic Railway.

The Canadian Pacific Railway advise that they are now engaged in preparing a tariff of through freight rates from all points. Montreal and West to points on the Dominion Atlantic Railway. For the present rates from points West of Montreal are arrived at by adding published arbitraries from St. John, N.B., to the rates from the shipping point to St. John.

It is expected that the through rates will be lower than the present combination.

Express Matters.

Receipt Forms—

As a number of manufacturers had expressed a desire to print their own express receipt forms, the matter was discussed at a sitting of the Railway Commission in Ottawa on June 22nd. The representatives of the express companies objected to the proposition. It was stated on behalf of the C.M.A. that manufacturers were quite willing to conform with any reasonable demand made by the companies, as also with all regulations of the Board. The matter is still under consideration by the Commission.

Special Tariff on Cream—

The Railway Commission, as the result of a hearing, prescribed certain rates on sour cream for butter making purposes (order No. 13381), effective May 1st. This order also directed the express companies to submit to the Board for approval without delay a tariff on sweet cream. Such a tariff was submitted at a hearing on June 22nd, but as it did not include wagon service it was not considered. Another tariff was sbmitted at a hearing on July 4th, to apply to cream of all kinds. There were also objections to this tariff. Both sides were fully heard, but no ruling was made by the Board.

Standard Tariffs of Merchandise Tolls—

The Railway Commission have approved of drafts of the proposed standard express tariffs of maximum "merchandise" tolls and have ordered the companies to file printed copies of same for approval not later than June 17th, 1911, the effective date to be omitted.

Since this order a general direction has gone out to the effect that these new tariffs must become effective not later than September 1st, 1911.

When the tariffs come to hand there will be an opportunity to judge to some extent at least as to the result of the general enquiry into express matters in so far as tolls are concerned.

Amendment to Railway Act.

The amendment to the Railway Act recommended by the Association has been endorsed by all the principal Boards of Trade, as well as by the Associated Boards of Trade of Western Canada at a Convention held in Lethbridge on June 15, 1911. The endorsations of these various bodies have been forwarded to the Honorable Minister of Railways and Canals.

Notice of Sittings of the Railway Commission in the West.

Notice has been received of sittings of the Commission as follows:—

Vancouver, August 31st,—to hear—

Application Vancouver Board of Trade *re* rates on grain—Alberta to Pacific coast;

Application Vancouver Board of Trade for an order directing C.P.R. to cease from charging discriminatory rates from Vancouver to British Columbia, Alberta, Saskatchewan and Manitoba as compared with the rates charged to the same territory from Eastern points.

Calgary, September 8th,—to hear—

Application United Farmers of Alberta for an order directing C.P.R. to reduce rates on various commodities shipped between points in Alberta and British Columbia and *vice versa.*

Winnipeg, September 15th,—

To consider the bulk grain bill of lading.

INDUSTRIAL CANADA.

The Committee in charge of the Association's paper reported a tidy surplus of over $600 on the July issue and, subject to revision, estimated that the surplus revenue for the year would be approximately $6,000, being a gain of $1,000 over the business for 1910.

They reported a steady sale of copies of the *Canadian Trade Index*, particularly in foreign countries. In order to complete the distribution at as early a date as possible, the book will be advertised in some of the leading commercial papers abroad.

NO MEETING IN AUGUST.

There will be no meeting of the Executive Council in August.

REPORT OF MONTREAL BRANCH.

The first meeting of the newly-elected Executive Committee of the Montreal Branch was held on July 13th, with sixteen members in attendance. The Standing Committees for the year were appointed as follows:—

Finance—Geo. Esplin (Chairman), J. R. Henderson, J. S. N. Dougall.

Legislation—Hon. A. Desjardins (Chairman), Carl Riordon, J. S. N. Dougall, Joseph Fortier, T. E. Peck, E. A. Robertson, Wm. Waugh.

Reception and Membership—Col. C. A. Smart (Chairman), F. H. Hopkins, T. P. Howard, Geo. A. Slater, Paul Galibert.

These sub-committees will be called together at an early date to formulate other plans of work for the coming year.

A special committee to deal with municipal affairs in Montreal was also appointed as follows: Col. Robt. Gardner, C. S. J. Phillips, R. J. Younge, L. H. Packard, Howard Murray, W. J. Sadler, Hon. A. Desjardins. During the present year the administration of the City has again fallen into a very bad order, chiefly as result of continued clashes between the Board of Control and a section of the City Council, with the result that public works of all kinds have been almost entirely held up. The duty of the special municipal committee will be to formulate a campaign for bringing about a more workable Government at the City Hall.

The Legislation Committee was instructed to study the question of Commercial Courts for the Dominion. This Committee is also working on several important matters of Quebec Legislation which were not completed by the outgoing Executive Committee.

REPORT OF TORONTO BRANCH.

The Annual Meeting of the Toronto Branch was held at the Royal Canadian Yacht Club House, Centre Island, on Thursday last, being attended by about one hundred members. It was one of the largest and most successful meetings the Branch has ever had, and reports were listened to with great interest by all present. The Chairman's annual address will be printed in full in the August INDUSTRIAL CANADA.

Mr. S. B. Brush will be Chairman for the coming year, having been elected by acclamation, as was also Mr. G. F. Beer, the Vice-Chairman. The results of the election for the Executive will bring a number of members, who have not previously served on the committees into the active work of the Association. This was due to the fact that a larger percentage than usual of the members of last year's Executive retired, thus leaving vacancies for the new members. None of the old members who stood for re-election were defeated.

For the first time in the history of the Branch an election was necessary to select representatives of the Toronto branch on the Executive Council.

There was no election for the representatives to the Industrial Exhibition Association, there being only one change in last year's list. This was caused by the retirement of Mr. L. L. Anthes, who will be out of the city for a good portion of the coming year. His place was taken by Mr. Geo. H. Heintzman.

MR. BALLANTYNE ADDRESSES FARMERS.

AT a picnic recently held in the Beauharnois district of Quebec, Mr. C. C. Ballantyne, of Montreal, discussed the conditions of farming and manufacturing in Canada. He referred with satisfaction to the fact that a manufacturer had been invited to speak at a gathering of farmers. He had spent his early days on a farm himself, and was well acquainted with the men who were engaged in agriculture in that district. A previous speaker had said that the farmers were not getting as good returns for their investment as they should. He ventured to say that 25 or 30 years ago they did not have such magnificent barns as he saw around him then. In those old days they had to use all kinds of ancient implements to get in the harvest. Now modern machinery and prosperous farms were everywhere visible. Farmers, he said, were fifty per cent. better off than they were thirty years ago. As to whether a manufacturer would run his plant for a paltry two or three per cent., he could tell them that he was a manufacturer, and concerned in three large businesses, from which he did not receive any dividend at all, so that if the farmers were making two or three per cent. profit they were much better off than many manufacturers. Still he was pleased to say this condition was not general. He believed in equality, and that every man should have a fair return for his energy and work in the Dominion, be he manufacturer or farmer.

The Government of Canada, he proceeded, saw fit to elect him one of the Harbor Commissioners at Montreal. What they were doing at the port of Montreal was to help the farmers. They were erecting a new elevator, and only a short time ago they were asked to provide accommodation for twenty million bushels of grain, but it required a great deal of money to carry on such public work. Then they did not make any money out of the grain elevators at Montreal. The cost of keeping the channel open was a big item. Passing on, Mr. Ballantyne said he was not a free trader, nor was he a high protectionist, but he was perfectly sure that they would not have the great prosperous country of Canada to-day were it

not for the excellent and gigantic means of transportation which had been provided in the shape of railways and waterways, and which were still in course of erection. But for those great facilities they would never have occupied the position they did to-day. They could not build railways on wind. Then how were they going to get their hundred millions? A free trade policy would never bring it in this world. He did not want to get on the question of direct taxation, but he would leave it by telling them to keep away from free trade. As a manufacturer of Canada, he only wanted what was fair and right. He agreed that the best market for the produce of Canada was Canada, as farmers did not want to go hundreds of miles to sell their products, but to send them to the metropolis of Canada, which was Montreal. He was anxious to see manufacturers and farmers meet oftener to discuss the conditions and business of the country. He was sorry that he was the only manufacturer present on that occasion, as he believed that much good would come from conferences of that sort. However, he promised to invite Mr. Greig to the next banquet of manufacturers. There was no difference between their views, and there was no reason why politics should keep them apart. If they would only meet round a common table, and talk over the problems so frequently raised, they would very soon find how much actual difference there was.

Mr. Ballantyne closed with a reference to the new projects which were before the country for the improvement of transportation. The Hudson's Bay railway and other developments were undertaken so that the farmers' products might reach their market at the lowest cost for carriage. He expressed the satisfaction of all manufacturers in supporting public works in the interests of farmers.

SHIPPING CHARGES ON BULKY PARCELS.

IN a letter to interested members, the Manager of the Transportation Department, C.M.A., discusses the recent decision of the Board of Railway Commissioners in reference to express classification on light and bulky goods, as follows:

"It will be remembered that there was a good deal of discussion at the time of the general enquiry into express matters in regard to this rule. It was finally approved by the Board of Railway Commissioners, effective March 1, 1911. In applying the rule, the companies placed a different construction on it than we did in the case of shipments in ordinary strawboard or paper boxes. They claimed that we did not have the right, under Rule 11, to combine the weights of several packages, the measurement of each package not exceeding 70 inches. This meant a very considerable difference in charges. We claimed the right to add together the weights of all the different packages in the consignment, if consigned to one shipper, under the above-mentioned rule. The following example will probably better illustrate the above:

"Supposing I had a consignment of three packages in ordinary strawboard or paper boxes of 65 inches each, and weight of each package did not exceed 20 lbs. The companies contended that I should pay the graduate charge for each package. Now, if the merchandise rate were $1.50, the graduate for 20 lbs. would be 70 cents. Therefore, in accordance with their view, I would be required to pay 70 cents for each package, or $2.10 on the consignment. We claimed the right to add together the weights of the three packages, making a total weight of 60 lbs., and pay the graduate thereon, which, when the merchandise rate is $1.50, would be $1.20. This, you will see, makes a difference in the charges on the consignment of 90 cents.

"As we could not come to a satisfactory understanding with the companies, we arranged for the Board of Railway Commissioners to hear what both sides had to say on the subject at a special sitting of the Board in Ottawa, on March 28th. I have much pleasure in advising you that we have just received a ruling to the effect that the Board considers the shippers' interpretation the correct one.

"It was also suggested that the rule be revised so that it might be easily understood by all concerned. This rule has been submitted to a special committee of those interested.

"The above does not change the rule as it exists at the present time, but it makes it clear that we can combine the weights of a number of packages not exceeding 70 inches, whether these packages are made up of a number of parcels or not, so long as the parcels are tied into one package."

DEATH OF MR. CLAMAN.

The death occurred on July 14th of Mr. Morris Claman, proprietor and manager of the Claman Waterproof Garment Co., in Montreal, and a member of the Canadian Manufacturers Association. Mr Claman was a pioneer in the manufacture of waterproof garments in Montreal, although at the time of his death only in his 43rd year, and he had built an extensive business, selling in all parts of Canada.

CORONATION SOUVENIR.

Southam Press, Toronto, issued a handsome booklet in commemoration of the coronation. The book was printed and embossed in the royal colors of purple and gold, and was in every respect creditable to the printing establishment from which it was issued.

ANNOUNCEMENT OF NEW PREMISES.

D. K. McLaren, Limited, Montreal, have issued a 1911 announcement, in which they give an illustration of their new factory. The booklet is artistically designed and well printed.

FACTORY FOR RENT.

A well-situated factory in Brampton is for rent. Full particulars will be given on application to Edward Collver, P.O. Box 73, Brampton, Ont.

PARTNER WANTED.

A manufacturer in a town near Toronto wishes to take in a partner with $5,000 capital, to take interest of partner who is now retiring. Enquiries should be made to X. Z., INDUSTRIAL CANADA, 1410 Traders Bank Bldg., Toronto.

It was incorrectly reported in the last issue of INDUSTRIAL CANADA that the Kootenay Columbia Preserving Co. had taken over the Kootenay Jam Co.'s plant at Nelson, B.C. As a matter of fact the Kootenay Jam Company only sold their building in Nelson; the plant was removed to Mission City, B.C., where the business is now being carried on.

THE WAGE QUESTION IN AGRICULTURE

By W. A. Craick

Wages are an important element in the Cost of Production of Farm Products. Reciprocity, which would open Canada's Markets to the Competition of the World, Takes No Account of the Higher Wages in Canada. Some Comparisons.

CANADA and the United States pay higher wages to farm laborers than any of the important grain-producing countries of Europe. The cost of living in America is decidedly higher than it is across the Atlantic. In other words, from the standpoint of labor alone it costs more to raise agricultural products in Canada than it does in any European country. On the other hand, the price of Canadian produce laid down in Great Britain must approximate very closely to the price of the European product. That being the case, wherein is the Canadian farming industry going to benefit when its own home market is left unprotected, and it is unable to receive better prices in the Old Country?



Men Who Will Receive on Canadian Farms Double the Wages They Received at Home.

How Wages Vary.

This item of the wages of farm laborers is one of the contributing influences in the trade situation between nations which must not be overlooked. True, it is only one influence, but it is an important one. Every Canadian knows how each summer great demands are made on the eastern labor market for men to help with the harvest in the west, and how the western farmers have to pay big prices to get the work done. For the year 1908 the farmers of Saskatchewan paid their hired help an average of $26.70 per month, those of Manitoba paid $25.70, those of Alberta $26.75, and in Ontario the average monthly wage was $23.10. These figures give some indication of the cost of farming, but they must be considered in the light of conditions which call for a big effort at harvest time, and not for any protracted term of service. Viewed in this way, the average monthly wage is but a small proportion of the wage paid in harvest time. For purposes of comparison, however, it will be found sufficiently accurate.

Where Wheat Reigns.

The largest wheat-producing and wheat-exporting country in the world is Russia. Her exportation in 1902 was 112 million bushels; in 1904 it was 169 million bushels; and in 1906, 132 million bushels. Over the period 1901-05 she had 24 per cent. of her product available for exportation. The wage paid to agricultural laborers as estimated for 1909 was $12.88 per month, or not one-half the amount paid in Western Canada.

Roumania, which has 42 per cent. of its wheat production for export, has fourteen million acres under cultivation, and, what is more interesting, she has 1,103,302 peasant proprietors cultivating small holdings of 25 acres or less. Over the period 1902-06 she exported annually over fifty million dollars worth of grain. The cost of production of these products is extremely low, owing to the fact that nearly the whole population assists in the harvesting operations. Comparative figures as to the wages paid are unobtainable, but it will be found that the same conditions prevail approximately as in Russia and Hungary.

Hungary ships out 32 per cent. of her wheat production. In 1907 she had 8,579,000 acres of her arable land under wheat, or approximately 25 per cent. Over 68 per cent. of her total population are engaged in agriculture. Average wages for 1907 were $12.32 per month, or again not half the rate that is being paid in Canada.

The only other European countries which have a surplus

for export are Bulgaria and Servia. The former has about 33 per cent. of her product available for export, and the latter about 25 per cent., as estimated over the period 1901-05. Five-sevenths of the population of Bulgaria, or over three million people, are engaged in agriculture. The wage paid to laborers on Bulgarian farms approximates that paid in Hungary, or slightly less than one-half the Canadian wage.

Compete With Us in America.

Canada's chief competitors as exporters of grain and flour in America are the United States and Argentina. The latter country is showing wonderful progress as a producer of wheat, flour and meat. In the agricultural year 1908-09 she had 40 million acres under cultivation, of which 40 per cent. were under wheat. There was actually an increase in cultivated acreage of 10 per cent. over the preceding year. In 1908 she exported 3,636,294 tons of wheat, an increase of half a million tons over the preceding year. The average wage paid to harvest laborers ranges about $1.84 per day. On the other hand, the regular farm laborer gets only about $15.40 per month, which is the figure which should be compared with the monthly wage on Canadian farms.

The conditions in the United States approximate to those in Canada, though there is a probability that wages are a trifle lower. With its immense surplus production, amounting to $347,000,000 for the year 1909-10, the United States offers keen competition to the Canadian farmer when he seeks to enter the markets of the world.

Summarizing and tabulating results, it is found that the chief countries with which Canada will have to compete in the British and European markets are Argentina, the United States, Russia, Hungary, Roumania, Bulgaria, Servia, Sweden and Denmark.

Farm Wages.

The average wages paid on the farms of these countries over periods as nearly coincident as possible are as follows:—

Dominion of Canada	$24.60	per month.
United States	24.00	"
Argentina	15.40	"
Russia	12.88	"
Hungary	12.32	"
Roumania (estimated)	12.32	"
Bulgaria and Servia... "	12.32	"
Sweden	19.60	"
Denmark	19.04	"

All these figures are naturally approximate, but for the purposes of comparison they will be found as nearly accurate as necessary. Wages vary from month to month. In harvest time they are higher than in springtime, and in springtime they are much higher than in winter. Moreover, a difference is made where the farmers include board in the contract. But generally speaking the above table indicates the difference between the cost of labor to the Canadian farmer and what it costs his competitors in the other great agricultural countries of the world. When these differences are spread over a whole army of laborers and are extended all the year round, it must be apparent that, in this one item of wages alone, it must cost the Canadian farmer very much more than the European farmer to produce his crops.

Would Be Reckless.

In knocking down tariff walls and entering the arena of competition on equal terms with the rest of the world, young Canada will be doing a very daring thing. With her own home market safeguarded, it is all very well for her to attempt to place her surplus products in competition with the products of European countries; but when, as has been shown frequently before, she will have to fight to hold her own market, it will be a very different proposition. Already a surprising amount of foreign produce is imported into the country despite existing tariff protection. With more of this coming in, the Canadian farmer will find prices for domestic produce declining. There will not be the same profit in selling at home, nor can he make up for the loss in the foreign markets, for there he will be subjected to an even more severe competition.

It will take some years for wages to adjust themselves to the new conditions, for the rate of wages in Canada depends more on the supply of laborers than on the cost of living. The farmers of the West will not find it any easier to get labor when prices drop than when they are high, and for a time at least they will have to pay prevailing prices for their help. This will leave them open to the competition of the farmers of all these other agricultural countries where wages are much lower.

CERTIFICATES OF ORIGIN ON CANADIAN GOODS IMPORTED INTO FRANCE.

ALMOST immediately after the ratification of the Franco-Canadian Convention, difficulties arose regarding the production of certificates of origin which are required by the French Customs. A large portion of the Canadian imports into France is purchased from importers in Liverpool and elsewhere in England, and it was consequently difficult, if not impossible, to obtain certificates of origin for these goods in Canada. Owing to the refusal of the French Consuls in England to vise certificates of origin for Canadian goods, the British Chamber of Commerce in Paris made representations to the Director-General of Customs in Paris, with a view of overcoming this difficulty. The result has been entirely satisfactory, principally owing to the fact that Chambers of Commerce in England have taken the necessary steps to assure themselves that the certificates of origin delivered by them are for *bona fide* articles of Canadian origin. The attention of Canadian shippers, and also shippers in England of Canadian produce, is again called to the fact that certificates of origin must accompany shipments of those articles which pay the French minimum tariff under the terms of the Franco-Canadian Convention, but only in the case of the minimum tariff on such goods being lower than the general tariff.

Certificates of origin require to be taken out before a local magistrate in Canada, or to be delivered by the Chief of Customs at the place of export, or by a Chamber of Commerce, or local authority, Mayor, Commissioner of Police, Judge, President of Tribunal of Commerce, or Consular Agents of France at the place of sending or shipment.

For certificates of local authorities, the signature must be legalized by the French diplomatic or consular authorities.

In accordance with Article 9 of the Convention, *visas* or the certificates shall be delivered free of charge when they are issued in the country of origin.

CANADIAN TRADE WITH RUSSIA.

The Russo-British Chamber of Commerce, 4 Gorochovaia, St. Petersburg, are taking active steps to develop trade between Russia and Canada. An effort will be made to interest Canadian manufacturers in that field, and the establishment of agencies is suggested. Canadian manufacturers who are seeking an export market might find it to their advantage to discuss trade possibilities with the Russo-British Chamber.

INDUSTRIAL PROBLEMS CONFRONTING TORONTO

By W. C. Phillips

In the Chairman's Address at the Toronto Branch Annual Meeting, Mr. Phillips Discussed many Questions of Interest to the Citizens. Strong Stand on Tariff. Need for better Transportation Facilities. Building By-law Oppression.

AT the largest annual meeting ever held by the Toronto Branch, Mr. W. C. Phillips delivered the chairman's address, as follows:—I have pleasure in welcoming you to the eleventh annual meeting of the Toronto Branch. You have heard the reports of the various committees which have been conserving your interests during the past year, and you will agree with me, I think, in saying that the year has not been one of idleness or stagnation. Many questions of importance have arisen which have required the vigilant attention of your committees, and I take this opportunity of thanking those gentlemen who have devoted their time and energy with such liberality to the work of the Association. Every manufacturer in Toronto, whether a member of the Association or not, has reaped large benefits from the Branch's activities.

Work of Association.

Before referring to the subjects which more particularly affect us as manufacturers in Toronto, let me call your attention for a minute to some of the work which the Association as a whole has accomplished. In transportation, reductions in freight rates have been secured on many articles, proposed increases through changes in classification have been successfully opposed, shipping conditions have been improved, a regulation governing the loading of less than carload shipments on industrial sidings, which would have borne heavily on many manufacturers, has been opposed, for the present at least, successfully, while the extension of the principle of graduated charges for express shipments and the enlargement of the delivery zones have removed some of the objections to that system of transportation. The Insurance Department, having aided in the enactment of a satisfactory Insurance Act last year, has been able to give an attention even greater than usual to the individual problems of members. More recently, its settlement of the responsibility of liability companies in the case of accidents through boiler explosions is likely to be of inestimable value to power users. The Legal Department has been doing effective work throughout the year. The B. C. Companies Act has been closely followed, and manufacturers have been kept advised of their status under that restrictive legislation; an investigation has been made into the subject of workmen's compensation acts; and in general a close inspection has been made of all legislation affecting industrial conditions.



MR. W. C. PHILLIPS

The Phillips Manufacturing Co.

Chairman, Toronto Branch 1910-1911

The Tariff Situation.

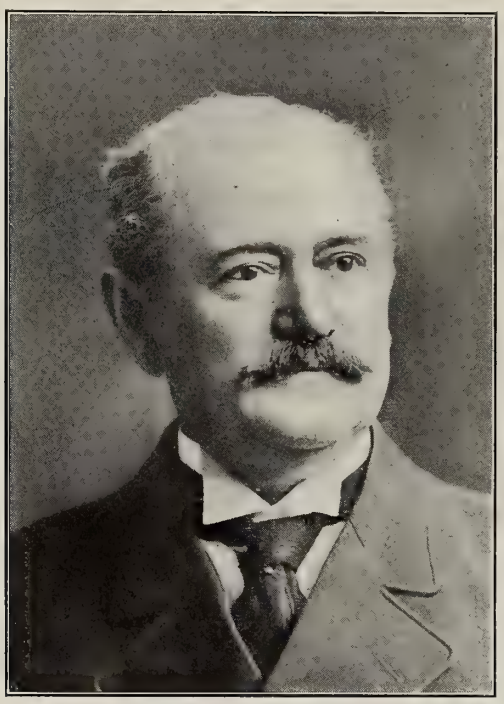
But on the Tariff Committee has fallen the most important work of the year. Since last we met Canada has been plunged into the turmoil of tariff agitation. After the subject of reciprocity had dropped from the public's mind, unheard of in the press or on the platform for a decade or more, without popular demand or popular suggestion we awoke one morning to find that Honorable Mr. Fielding and Honorable Mr. Patterson, representing the Canadian Government, had gone to Washington and had negotiated a far-reaching trade agreement, affecting not alone the producers of natural products, but also directly a number of manufacturing industries, and indirectly very many more, with all the interests dependent on them. This is not the place in which to go into details on the reciprocity question. The Association as a whole has stated its opposition to reciprocity with the United States in a memorial to the Government, in which the reasons for disagreement with the Government's policy were set forth clearly and unequivocally. But as manufacturers, dependent for ourselves and the men in our employ upon the prosperity of Canada, we cannot but express our strong opposition to any course which is likely to shake that prosperity. The suggestion of reciprocity has already had its effect. Some United States manufacturers, who have considered the erection of branch plants in Canada, are holding back. They will wait to see whether or not they can supply Canada from their home plants as well as they could from a Canadian branch. But if these firms are affected in this way, as they undoubtedly are, how about the multitude of other manufacturers in the United States who, while they have not considered establishing branches here, are ready to enter this market with their foreign products the minute conditions are favorable? Canadian manufacturers have had no easy task in the past. Our industrial field is marked with the graves of many an enterprise which has been unequal to the contest. By patience and courage some have succeeded where others have failed, until now a considerable part of our population is directly dependent upon manufactures for its livelihood. A moderate tariff alone makes possible the continuance of these industries. I do not believe that any class or section of Canada is ready to sacrifice them. Nor is it manufactures alone which are threatened, but there is also at stake the capital we have put into our transportation lines, our water-

ways and canals, our fisheries, our fruit lands and innumerable other lines of investment.

The reciprocity negotiations were carried on without adequate data or adequate expert advice. Those who were most intimately affected were not consulted. It has been shown since that several vital facts and consequences were not taken into consideration by the Canadian representatives. I believe that in the interests of Canada no fiscal change should be made except after a thorough investigation, at which those affected are given an opportunity of stating their position. The reciprocity agreement sins against this elementary principle of justice. Those interested were not heard.

A Year of Results.

Let me turn now to the events which more particularly pertain to Toronto. For some years the Toronto Branch has been sowing and cultivating; it is now beginning to reap the



MR. S. B. BRUSH

Brush & Co.

Chairman, Toronto Branch 1911-1912

harvest. Five years ago we agitated for an improvement in the water front conditions, so that the railways would not cut the business public off from the enjoyment of the benefits of water transportation. To-day we are within sight of a viaduct across the city, which will admit of teaming to the docks without danger or delay. For years—how many I hesitate to count up—we have urged a reorganization and extension of our Technical School. To-day the school has passed under the direction of a board upon which four of our members sit, a separation has been made between the commercial and industrial departments, a new principal has been appointed, and a site has finally been selected for a new and modern building. We have been urging, for years beyond number, the development of the harbor on a large scale, and the reclamation of Ashbridge's Marsh. The present session of Parliament has seen the adoption of a bill for the appointment of a commission, with wide powers. This is the prelude to the inauguration of a big scheme for making Toronto a lake port worthy of the name. These are but a few of the works which, having survived the adversities of time, are now reaching maturity. Every one of them will repay the labor which was expended on it, by adding to the economy and efficiency of production within our city.

Shipping Facilities Improved.

Of the many questions which affect the industrial life of a city, none is of such universal interest as transportation. We in Toronto fully recognize this, and a serious effort is being made to grapple with our transportation problem. The recent confirmation of the order of the Railway Commission finally settles the viaduct question. The railways can now work out a scheme of terminals adequate to the growing demands of Toronto's commerce. But supplementing the service of the railway companies, the city itself has entered the transportation field. The two miles of tracks which the city has built, connecting the C.P.R. tracks with Ashbridge's Marsh, are not so much a measure of present relief as a promise for the future. So soon as the G.T.R. raise their tracks this civic line will be extended, and will bring into potential use the sixteen hundred acres which are now covered with water and weeds, but which, under proper development, will eventually become a factory district of great economic value. So often in the past has a similar promise been held out in the annual addresses of successive chairmen that I hesitate about repeating it now. Yet it would seem that the hope of years is about to be consummated. The development of the marsh depends upon two main elements—proper railway connections and adequate water transportation facilities. To one of these I have already referred. The other is bound up in the larger problem of harbor improvement.

Harbor Improvement.

Here, too, I am glad to be able to report a condition which is full of hope. For years, as you know, the manufacturers comprising this Branch have urged, in season and out of season, a policy of improvement for our harbor which would be adequate to the demands of a large city. We have not confined ourselves to criticism. We have offered concrete suggestions, notably at a meeting four years ago, at which the Mayor and several city officials were present, when a large scheme was put forward, along the general lines of which the present proposed development is likely to take place.

Following this campaign, which was later supported by the Board of Trade, the City Council applied to the Dominion Government for a Harbor Commission, upon which the Government and city would both have representation. Within the last few months the Government acceded to the request of the city, and the harbor will soon be in charge of a commission. I believe that the centralization of administration in a small group, with a reasonable tenure of office and enlarged powers, will result in the early adoption and completion of a big scheme of water front improvement, and that the time is not far distant when Toronto will accommodate the largest of the lake vessels and will secure the advantages which accrue from a full use of water transportation.

Toronto is deeply interested in the Government's proposal to deepen the Welland Canal. The time has come for the vigorous undertaking of this work. We boast of our national enterprise in the building of great railways; but we have in Canada a waterway without equal in the world, much of the benefit of which we are losing through a failure to supply a proper channel between Lake Erie and Lake Ontario. The vessels which carry grain from the head of the lakes are compelled to discharge their cargo at the Niagara border. This not only increases the cost of carriage to the sea, but it places

the Erie Canal in as favorable a position as the St. Lawrence route, whereas, if these vessels could carry their cargo unbroken to Prescott, the Canadian route would command the situation. This Branch should continue its strong advocacy of a deepened Welland Canal until the desired result is accomplished.

With the building of the new American lock and the projected new Canadian lock on the St. Mary's River, and the deepening of the Welland Canal, lake transportation will enter upon a new phase of development. Larger boats, with greater carrying power and cheaper cost of transportation, will ply in Lake Ontario. Toronto cannot afford to let the tide of trade sweep past her. A deeper harbour, more dock accommodation, better terminal facilities, and a dry-dock are among the needs of the immediate future. The appointment of a commission, with power to carry out a definite policy over a term of years, makes these improvements possible.

Need of Heavy Industries.

The weakness of Toronto's growth as a manufacturing centre consists in its failure to attract to itself heavy industries, employing male labor. This may have arisen in the past from the insufficiency of water transportation facilities, from an excessive cost of power, or from other local causes. As a consequence of these disabilities the great development in our manufactures has been along the line of industries employing female help. What is most needed now is an accession of factories which will employ the heads of families. Not only will this result in the addition to our city of more householders—a condition greatly to be desired—but it will relieve the scarcity of female labor, by introducing a supply of the very best class of girls, those who live at home under proper home supervision and environments. A strong effort should be made in the coming year to secure for Toronto some of the iron and steel industries which are being established in this country.

Restrictive Immigration Regulations.

Employers of labor in Toronto, as in other parts of the country, are impeded in their plans for development and in the actual carrying on of their industries by the restrictions which are placed upon the importation of labor from abroad. Where the supply of Canadian workmen in any line becomes insufficient, no harm is done to anyone by the introduction of an outside supply. In fact, every class profits by the extension of industries and the increase in population. We are no more able to rear a sufficient number of mechanics for our needs than we are to produce enough farmers to people the western provinces. In both cases we must look abroad for our supply. The Dominion Government, however, sees a marked difference in the two cases. To the farmer it extends a cordial welcome. The artisan is discouraged by restrictive regulations. Immigrants other than farm laborers must have twenty-five dollars belonging to themselves in their possession. A manufacturer who needs help, and who can get good British stock to fill his needs, is forbidden to advance twenty-five dollars, even though good, permanent employment is guaranteed to the worker. The desirability of an immigrant cannot be judged by his ability to produce twenty-five dollars at the port of entry. It depends rather on his ability to do an honest day's work. The twenty-five dollar restriction should be dropped in the case of British workmen coming out to assured positions. There is no chance of their becoming a charge on the state, and they provide that British basis for our nationality the desirability of which is recognized by all.

Technical and Commercial Education.

Reference has already been made to the subject of technical education. Each year an appreciation of its importance grows on the employer of skilled labor. Our system of education or factory practice is not developing a skilled class of workers, nor can we expect to be able to recruit our forces indefinitely from the trained industrial peoples of Europe, except at a ruinous cost. The Provincial Government of Ontario is worthy of all praise for its wise legislation of last session in introducing active manufacturers on the board which governs technical schools. Toronto was quick to take advantage of the powers granted by the Legislature, and the Technical Schools has been handed over to the charge of a board upon which there are four manufacturers. Plans are being worked out for a new school on a more central site, and Mr. McKay, formerly of McMaster University, has been appointed principal. I have every confidence that under the new system, with manufacturers closely identified with the administration,



MR. G. FRANK BEER
The Eclipse Whitewear Co.
Vice-Chairman, Toronto Branch 1911-1912

the Technical School will accomplish great work for the industrial advancement of our people.

Encouraging Poor Building.

But while the civic authorities have shown commendable energy and initiative in many lines, as a consequence of which the city has progressed at a phenomenal rate, there are some influences which adversely affect its growth. Of these there is no more glaring example than the building by-law. It costs from ten to thirty per cent. too much to construct a factory building in Toronto. The requirements of the City Architect exceed in stringency those of any city on the continent, and there is absolutely no justification for them in engineering practice. By a strange perversity fire-proof construction is most severely handicapped. As a consequence, at a time when public opinion is strong in the direction of fire-proof buildings, a premium is put on non-fire-proof structures. As an example of the costliness of fire-proof building in Toronto, Shea's Theatre might be considered. This building was designed almost as a duplicate of the Buffalo theatre, but when the Toronto City Architect approved the plans, the weight of steel required was increased 30.7 per cent., and its cost by approximately the same amount. It has been estimated that the Bell

Telephone Company's new building on Adelaide Street cost ten per cent. more than was required by the best practice. The result of these conditions has been the curtailment of building, the driving of industries from the city, and the substitution of non-fire-proof for fire-proof construction. I advocate no changes in the by-law which would decrease the safety of buildings. I do, however, protest most vigorously against the wastefulness of the present requirements, which add materially to their cost without increasing their efficiency.

Diffuse the Population.

Nor is adequate provision being made for the housing and transportation of our citizens. No doubt the present area of the city, which is served by street car lines, could be made to accommodate a much larger population than it now holds. But the city's efforts should be directed to diffusing the population rather than to concentrating it. The natural forces at play will almost inevitably cause congested districts to grow up; but the City Council should bend its energies towards finding means for overcoming as far as possible this tendency. The reason for over-crowding is perfectly clear; whether or not a solution is so clear is open to question. Lack of adequate transportation facilites compels practically all citizens to live within a certain area. These facilities have not in any way grown with the growing population. Toronto is now a city of almost four hundred thousand people. Its problems require a breadth of outlook which is as unusual as it is necessary.

The recent decision of the Ontario Railway and Municipal Board indicates that the civic scheme for a car service in the suburbs is practicable. An exchange of traffic between the two systems will make it feasible to operate the civic lines in conjunction with the Street Railway Company's down-town lines. The City Council has shown commendable energy in undertaking work within the limited sphere marked out by the Board.

A good suburban service not only within the city limits, but extending out into the districts adjacent to the city, is one of the most pressing needs of Toronto. A system which will enable the average workman to have his own home with a plot of land around it and yet be within a few minutes reach of his place of employment is so desirable that it must be devised. Nor am I ready to believe that a problem which has been successfully met in other cities of the confinent is beyond the capacity of the people of Toronto. Courage and foresight, with a broad appreciation of the requirements of a large city, are the essentials. No temporary expedient nor partial patchwork proposition will avail. Toronto must inaugurate a large scheme of suburban transportation, sufficient for to-day and for to-morrow; a scheme which will fit in with the growing demand of town-dwellers for a better town life.

The Housing Problem.

It is of peculiar pleasure to me, however, to forecast for the near future a long step in advance in the solution of the problem of the proper housing of female workers. Progress in this direction is a matter of satisfaction because it is the result of much earnest work and broad-minded endeavor on the part of a group of our members, who have recognized the responsibility of employers for the welfare of their employees even after they have left the factory premises. After careful investigation some time ago it was decided to raise a fund for the foundation of one or more houses which would serve as boarding houses or as stopping places for a few weeks until a girl should become well enough acquainted with the city to get a suitable boarding house for herself. Fortunately the success of the Y.M.C.A. campaign made it possible to raise a considerable sum for a similar women's organization, and under proper conditions of representation on the Board of Management the manufacturers turned their contributions into the general fund. Work will soon commence on a building which I believe will be but the beginning of a general movement for improving the living conditions of our people. Though much has been done and is being done along the lines of welfare work in our factories, a big work remains for us to do. It is the best class of philanthropy that which results in raising the condition of our citizens and thereby increasing their efficiency.

Convention Arrangements.

The honor of entertaining the Association at its Annual Meeting has been bestowed this year on the Toronto Branch. It is now four years since the Convention was held in Toronto and in the interval the Association has grown greatly in numbers and importance. We shall welcome in September a group of men from all parts of Canada and representing every line of industry. In extending an invitation to every member of the Association from coast to coast to visit us on that occasion, I can assure them that they will receive a most hearty welcome. The programme of business which will be provided for their consideration will be deserving of close attention and while submitting to the instructions of the Executive Council to curtail the entertainment, I think that enough will be supplied in the way of relaxation to make the gathering thoroughly pleasant.

The Coming Year.

In retiring from office I wish to thank my colleagues with whose willing assistance it has been a pleasure for me to carry on the work of the Branch. Those who were chosen to act on Committees have been faithful in their attendance and active in their efforts to safeguard the interests of their fellow manufacturers. For my successors, the men whom you have elected Chairman and Vice-Chairman for the coming year, I bespeak the same cordial support with which you have favored me. With Mr. Brush and Mr. Beer directing the affairs of the Branch, and with the capable Executive which you have chosen, I look forward with confidence to a year of progress.



The Next Coronation
—From the *Montreal Star*

NEW FREIGHT RATES TO COME INTO EFFECT

Canadian Railways on August Fifteenth will put in force New Rates constituting Reductions on Forty-one Articles, and Increases on Twelve. Some New Classifications. Increases Successfully Blocked and Saving Effected.

THE Canadian Freight Association have just issued Supplement 1 to Canadian Classification No. 15, effective August 15, 1911. It contains 114 additions or new items, 41 reductions and 12 advances. There is an important change in Rule 1 in regard to the measurement of platform cars; also in Rule 14 in regard to articles shipped in fibreboard, pulpboard or double-faced corrugated strawboard boxes.

Ratings on articles boxed or "in boxes or cases" will apply on the same articles in fibreboard, pulpboard or double-faced corrugated strawboard boxes, with or without wooden frames, providing the requirements stipulated in the rule are complied with. If they are not fully complied with, the freight rate shall be increased 20 per cent., with a minimum increase of 2 cents per 100 lbs., subject to the right which the carriers reserve to decline shipments in insecure packages.

The principal reductions in the supplement are as follows:

Bags.—Item 25, page 11 of the classification, is struck out. This establishes the ratings of third and seventh, as per item 24 of the same page.

Buckets, elevator.—The carload rating is reduced from fourth to fifth class, and the less than carload from second to third when shipped nested in crates, or strapped with iron.

Fibre, wood.—The ratings have been reduced by striking out items 7, 8 and 9, page 26, and applying items 15 to 20 inclusive, page 64 of the classification.

Fixtures, coffin.—The rating on coffin fixtures has been reduced by striking out items 43 to 46 inclusive of page 26 of the classification, and applying a new rating of second class on coffin hardware in the hardware list. (See page 2, item 36, of the Supplement.)

Frames, wooden, for pyrotechnic displays.—Less than carload rating reduced from first to second class.

Fruits, dried.—The words "in bags" have been added.

Furniture, bar furniture, settees.—Less than carload rating of first class has been added when knocked down flat, boxed.

Book cases, sectional.—When shipped in sections wrapped or crated, O.R.B. & C., or boxed, reduced 1½ to first class, l.c.l.

Rails.—Strike out item 3, page 32, l.c.l. second and c.l. sixth. This item is superseded by item 16, page 2, of the Supplement, as follows:

	l.c.l.	c.l.
Frames.—Cot and Mattress (sides and ends) wood in the white, k.d. in bundles	4	
k.d. loose or in bundles		10

Glass.—Both the less than carload and carload ratings on glass have been revised and made to comply with modern shipping conditions. Large reductions were conceded by the carriers in the l.c.l. ratings on the application of those interested. No agreement could be come to with regard to some of the carload ratings. Certain advances were proposed in the Supplement when submitted to the Board of Railway Commissioners. These were successfully opposed and disallowed by the Board. The trade has been advised of the changes. The principal reductions are on sheet glass; ribbed or rough glass, n.o.s.; cathedral glass; chipped or ground glass; common window glass and wired glass.

Grain and Grain Products.—Cereals, flaked (toasted).—Carload minimum reduced from 30,000 to 24,000 lbs.

Groceries.—The following has been added to the ratings on compounds, cleaning and sweeping:

	l.c.l	c.l.
Liquid—		
In glass, boxed	1	5
In cans, crated	2	5
In cans, boxed	3	5
In bulk, in barrels	3	5
Dry—		
When shipped in tins, crated	3	5

Dressing, salad.—When shipped in tin or paper packages, boxed, is reduced from first to second class.

Syrups, fruit and beverage, n.o.s.—When shipped in compartment boxes heavily slatted, o.r., will be carried at the same ratings as if boxed, namely, first and fourth. This also applies to syrup, n.o.s.

Hardware.—Cobblers' sets in boxes, reduced from first to second, but taken out of hardware list and put under separate heading. Tubing, wooden.—Struck out of hardware list, but continued in woodenware list.

Iron and Steel, safes.—The note that safes of 1,000 lbs. each or over to be loaded or unloaded by owners has been struck out.

Moss.—Sea, or sea-grass, pressed in bales, l.c.l. rating reduced from first to second class.

Seed, grass and orchard.—Less than carload rating reduced from second to third class. Garden.—in bulk, in bags, o.r.lkge, reduced from first to second.

Shells, oyster, ground or whole.—Carload rating reduced from fifth to eighth.

Stationery.—Cases, binding, filing or transfer, for documents or letters, may be shipped in crates at the same rating as in boxes. Document files, wooden parts nested solid, other parts k.d. flat, crated or boxed, have been given a second class rating in this list, and when shipped n.o.s., crated or boxed, first class, l.c.l.

Stoves, Stove Furniture, etc.—The carload rating on sheet iron ovens, k.d., flat, boxed, is reduced from fourth to fifth class.

Tin and Tinware.—The carload minimum on tinware, n.o.s. not nested, in crates, boxes or barrels is reduced from 24,000 to 20,000 lbs.

Traps, mouse or rat.—The less than carload rating is reduced from first to second class when shipped n.o.s., flat, in crates or boxes.

Vehicles, sleds or sleighs, bob.—When completely k.d. (bolsters, reaches, tongues and benches detached), reduced from first to second class.

Vehicle Parts, farm wagon beds, bodies or boxes.—k.d. flat, are reduced from first to second.

Sleighs or Bob Sleighs.—Completely k.d. (bolsters, reaches, tongues and benches detached) are reduced from first to second class.

Woodenware and Induratedware.—The l.c.l. rating on wooden water pipe is reduced from second to third class.

Mop Sticks.—The l.c.l. rating when shipped in crates or boxes is reduced from second to third, and a fifth class carload rating provided.

Important Additions.

Some of the principal additions are:—

Surface Packers and Cordwood and Pole Saws have been added to the Agricultural Implement List.

Carpet Beaters, Billiard and Pool Tables, Blaugas in steel cylinders, Musical Instrument Cases, Vacuum Cleaners, Brass,

Copper and Lead Washers, Wood Flour in bags, have been added under their respective headings.

The following items have been added to the Furniture List: Work benches, binding, filing or transfer cases for documents or letters, document files; filing system supplies, consisting of metal arches or clips for binding cases, card or letter indexes, letter folders and record cards The item covering glue stock has been revised and added to.

In the Groceries List new ratings have been provided for prepared leaf smoking tobacco.

To the Hardware List have been added asbestos washers, door bolts, lead washers, mauls and coffin hardware.

To the Iron and Steel List have been added well casings and box fasteners.

To the Lumber List has been added crate stuff in bundles or shocks.

To the Machinery List, power packers for packing grain products.

To the Musical Instrument List, piano parts, namely, piano action brackets in boxes.

Filter paper is added; also road rollers and rubber washers.

To the Saddlery List, stable brooms, horse brushes, trunks and valises.

To the Seed List, canary and grass seeds.

Butter separators are provided for.

Iron or steel shells (half round), for conduit or sewer construction, are also provided for.

To the Stationery List have been added, papeteries in boxes, filing system supplies, consisting of metal arches or clips for binding cases, card or letter indexes, letter folders and record cards.

Street sweepers, turnstiles and grave vaults are provided for.

To the Vehicle Parts List, dump wagon boxes and automobile gears have been added.

Clothes line props and towel racks are added to the Woodenware and Induratedware List, as also paper wrappers, printed.

Some Advances.

Some of the advances in the Supplement are as follows:—

Antimony, oxide.—In barrels, casks or kegs, from third and fifth to second and fourth.

Charcoal.—The words "o.r.d. and lkge." added to the less than carload rating on shipments in paper bags.

Fleshings (tannery offal).—Carload rating advanced from eighth to seventh.

Frames, wooden, for pyrotechnic displays.—Carload rating advanced from sixth to fifth.

Machinery, street sweeping.—Carload minimum increased from 20,000 to 24,000 lbs.

Moss, sea or sea-grass.—Carload minimum increased from 18,000 to 20,000 lbs., and the rating from seventh to fifth class.

Paper, cones (for winding yarn).—Not nested in bags, boxes or crates, advanced from 1 to 1½ class.

Advances Successfully Opposed.

The Supplement, when it was first presented by the Canadian Freight Association to the Board of Railway Commissioners for approval, contained a number of other advances. These were objected to by the Canadian Manufacturers Association on behalf of those interested, and in practically every case the objections were sustained. Had the advances gone through the result would have been large increases in the freight charges on the particular articles affected.

It will be noted that there are a large number of additions in the Supplement. These are, as a rule, advantageous to the shipper, because when articles are not specifically provided for they are subject to the ratings provided for analogous articles. This is always more or less unsatisfactory from the fact that different agents are apt to take different views as to what articles are analogous.

SHOULD SEND SAMPLES

Mr. D. H. Ross Criticises Canadian Manufacturers for not keeping their Foreign Representatives supplied with Fresh Samples.

A report with a strangely familiar refrain comes from Mr. D. H. Ross, Canadian Trade Commissioner to Australia. Mr. Ross is a most energetic and effective representative and his suggestions are invariably worthy of the closest attention. He writes, in a recent issue of the *Trade and Commerce Reports*, as follows:

It is to be deplored that—with few rare exceptions—Canadian manufacturers continue to show such marked disinclination to forward samples of their goods to their agents, commission houses or large buyers in Australia who make request for them.

Samples, after doing service for a season or two, become either rusty, worn or shabby, and, in that state, cannot be expected to hold the interest of importers. It is obvious that to secure orders it is quite as essential in Australia as it is in Canada to show bright, clean and attractively labelled goods. European manufacturers, in opening up representation in Australia, send very complete sample collections in attractive shape. These goods are sent to their agents on consignment and, depending upon their class, a sample discount is frequently allowed of from 20, 25, 33⅓ or even up to 50 per cent. At the end of the season, or a term, the samples are sold and the amount of the account is adjusted.

The Australian agents in every case have to pay the customs duties and arrange the display of the samples in each importing centre. The transit charges from point to point which are borne by the manufacturer in catering for domestic trade, represent a substantial outlay for the Australian agent. It is therefore unreasonable to expect Australian agents for Canadian manufacturers to pay cash—or to be drawn against—for samples, except in cases where the goods are of such a nature as can be readily sold.

In introducing new lines samples are necessary, for few Australian buyers will be guided by handsomely illustrated catalogues which have, as regards some countries, proved misleading. Canadian exporters should endeavor to meet these legitimate demands of their Australian agents, and some liberality in the way of sample discounts is to be commended.

Proprietary Lines Successfully Sold in Australia.

It is absolutely indispensable, in placing patent or proprietary lines on the Australian market, that such goods should be judiciously advertised. The conditions in that respect are the same as in, at least, every other English-speaking country.

Some Canadian makers of proprietary goods are desirous of securing an outlet for their lines in Australia. However meritorious or estimable the goods may be, interested buyers immediately inquire to what extent the articles will be advertised or what allowance will be made to them for advertising. Goods of this class, particularly, cannot be assured of a large sale without such expenditure being incurred.

The demand for oversea patents, as well as proprietary articles made within the Comonwealth, is created through advertising, and unless manufacturers are disposed to make this necessary provision, or an allowance to buyers, it is futile to expect the desired results.

NEW TECHNICAL SCHOOL IN MONTREAL

On September First, Montreal will open a Technical School which will Commence a New Era in Industrial Training in Canada. The Building and Equipment Thoroughly Modern. Some Views of the Various Departments.

The doors of the Montreal Technical School will open on September 1st, when the Provincial Government's big plan for industrial education will be put on trial. No expense has been spared in construction or equipment. The building, which is



Montreal Technical School—Machine Shop (Section)

now practically completed, was built only after a careful consideration of some of the best systems in force in Europe and the United States, and it embodies what are held to be the best features of the various schools. Those who are interested in technical education will watch with great interest the experiment which is about to be tried out.

The school is divided into two sections—first, the main building, the entrance of which is on Sherbrooke Street, on the right side going from Mance Street; and the second position is in the rear of the lower level, where are the workshops. In the former block are the secretarial and administrative offices and several suites of rooms, comprising class rooms, six in number, two amphitheatres with a seating capacity of 100 each, physical and mechanical laboratory, chemical laboratory, museum, library, etc., and in the centre is a graded semi-circular amphitheatre, with a seating capacity of 600.

Succession of Operations.

The workshops are laid out in accordance with their designation, being provided with engines and mechanical appliances, such as are used in the most up-to-date engineering and industrial concerns, thus affording to the pupils the advantages of training similar to that gained in the "shops" of such works, combined with the theoretical and teaching skill of experts in each department. In the power house, for instance, will be found two Babcock-Wilcox boilers with chain-grates, and a Delaunay-Belleville boiler, marine type, the total capacity of the three being 500 h.p. In the engine room are installed four electrical groups with direct connection, one group composed of a gas motor Duplex, with Canadian General Electric dynamo; another of a Robb-Armstrong steam horizontal engine with a Canadian Crocker-Wheeler dynamo, also a compound vertical Bellis-Morcom engine, and a Goldie McCullough Corliss engine connected with a 125 K. W. Allis-Chambers-Bullock engine. The machine shop has an area of 11,340 feet, and contains machines grouped in three sections, each driven by a 15 h.p. motor, consisting of lathes, automatic screw machines, shapers, planers, slotting and milling machines, and so forth. The forge, with an area of 5,210 square feet, comprises 24 Sturtevant forges, 24 anvils, and a Buffalo heating furnace, and there is a four h.p. electric motor to provide the necessary blast. The foundry, the woodworking shop and the electrical shop are also similarly replete with apparatus, and the electrical shop has an annex, an electro-dynamic laboratory with five groups of rotary transformers.

An examination of the machinery bears out the statement that the directors have made a judicious selection of apparatus used in similar institutions in the leading cities of this continent and Europe, bringing to this institute the inventive genius of America, Germany, France and Great Britain.

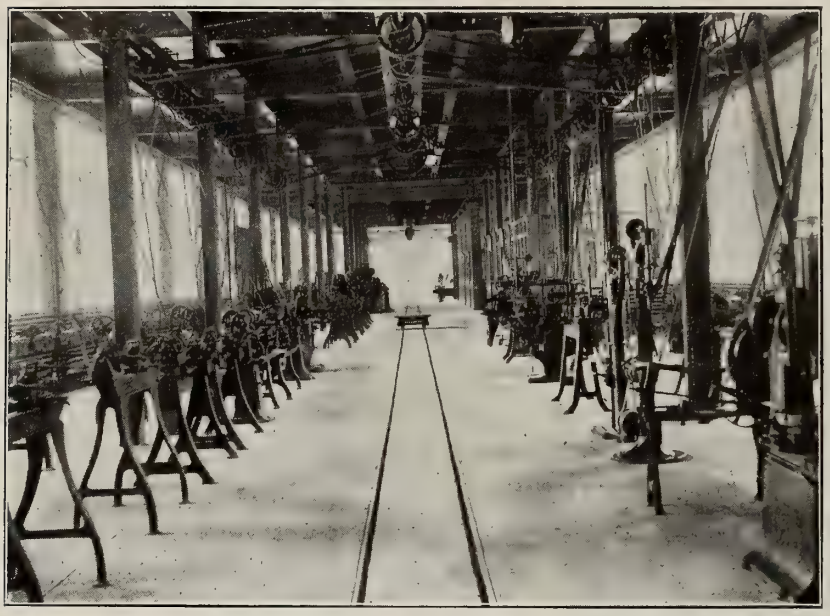
Night Classes Provided.

For educational organization purposes the curriculum of the Montreal Technical School will be divided up into two courses—the normal or day course, and the special or evening course. The day courses are organized mainly for the benefit of those young men who, having recently quitted the primary



Montreal Technical School—Woodworking Shop

schools, are anxious to acquire manual proficiency and the technical instruction necessary to become skilled mechanics with a view to assuming the more responsible positions of foremen and shop superintendents. The following are some of the occupations for which the curriculum offers training: Pattern-maker, wood-worker, machinist-fitter, lathe-hand, electrician, blacksmith, draughtsman, and in general all positions connected with the metal, wood, or electrical industries. The instruction is both theoretical and practical. During the first year pupils will not be specialized, but will spend four successive periods of about two months each in the machine-shop, wood-working department, forge and foundry. The school is designed for those who have passed the elementary stage in education, and on entrance students will be required to pass a test in ordinary subjects, and, further, no applicant will be admitted under thirteen years of age. The tuition fees are such as are within the limit of the purse of anyone who is eager for the instruction offered, and deserving cases would doubtless be considered by the committee in the event of real penury.



Montreal Technical School—Machine Shop

The Domestic Science School, better known as Les Ecoles Menageres Provinciales, is to be merged with the new Montreal Technical School. Its courses in domestic science for the French population are well known.

A copy of the prospectus and all information can be obtained by application to the Secretary of the School at 70 Sherbrooke Street West.

TIMBERS USED IN CANADA.

Mines to the number of 136 use considerable quantities of timber annually in their operations. Statistics of the amount used have been collected by the Forestry Branch of the Department of the Interior. Round (unsawn) timber was used to the extent of 52,848,000 lineal feet and cost an average of $9.90 per thousand, 22,305,000 board feet of sawn lumber and timber were used worth $13.63 per thousand. The total quantity of timber used cost $827,337. The round timbers varied in diameter from three to thirty-six inches and were used mostly underground as mine supports to give artificial support for insecure roofs and walls and to protect shafts, drifts, and gangways. Ordinary lumber constituted most of the sawn timber and was used above ground for buildings, breakers, tipples, washers and trestles. Below ground the sawn timber enters into the ventilator shafts and sets. Thirteen different species of wood were reported from the mining industries. Mines use species of wood which are abundant, cheap and easily obtained from nearby localities. Thus, in each province certain species were used to the exclusion of all others. British Columbia used all the fir; Nova Scotia used all the spruce, balsam and hemlock; Alberta used all the jack-pine, larch and poplar. These three provinces contain the principal coal mines, and consume over 95 per cent. of Canadian mining timbers. The ore mines of Ontario, although many in number, used only one per cent. of the total. These mines are small, shallow and in the solid rock, so that little timber was required for supports.

Statistics of the lumber purchased by Furniture and Car Manufacturers in Canada, in 1910, have been compiled by the Forestry Branch of the Department of the Interior. 117,893,000 board feet of timber were used, worth $2,987,210, at an average value of $25.35 per thousand; of this 65 per cent. was native wood at $20.82 per thousand, while the imported wood cost $33.86 per thousand. Ontario was the principal consumer, using over 50 per cent. of the total amount. About one-third was used in Quebec and the remaining 15 per cent. was consumed in Nova Scotia, Prince Edward Island used a negligible quantity.

Yellow Pine and Oak are the most important species used by these industries, forming over one third of the total consumption. It is regrettable that all of the yellow pine and 95 per cent. of the oak has to be imported from the United States. Great credit will be due to any manufacturer who supplants these two species with native wood. However the next ten species in importance, maple, birch, spruce, pine, basswood, elm, ash, beech, douglas fir, and hemlock are native woods and practically make up the remaining two-thirds of total consumption.



Montreal Technical School—Foundry

TORONTO'S WATER FILTRATION PLANT

Filtration Plant to Handle Toronto's Water Supply is Reaching Completion. Description of Beds which will Make Water Pure. Great Cement Reservoirs.

FOR two years now work has been progressing on the plant which is to give the citizens of Toronto a supply of pure water. The agitation against the present supply runs back over many years. In 1896 Mr. Mansergh, an English engineer, made a report on the situation for the city council. His recommendation was for a supply from Lake Ontario, but filtered before it reached the consumer.

Not till the spring of 1909 was action taken on Mr. Mansergh's report. Plans were then prepared by Mr. Allan Hazen for a water filtration system in conformity with the scheme suggested in the earlier report. In May, 1909, the contract was let to Messrs. Dill, Russell and Chambers and operations have been carried on ever since with such speed as weather conditions would permit.

What the Water Filters Through.

The filter beds are of great size and are now reaching completion, as will be seen from the illustrations herewith. The beds are formed of first a layer of two inch washed broken stone, two layers on that of gravel and broken stone, the depth of the three layers being about twelve inches. On this is placed specially washed sand to a depth of three feet six inches. This sand, gravel and broken stone, is contained in a great cement chamber, so that it cannot be disturbed by the elements. On this filtration bed water is kept to a depth of eight inches and is allowed to seep through gradually. One illustration shows the beds before the roof was put on; the other shows the same after it has been covered in and the gravel and rock put on.

The filtration plant is served by water from the island pumping station through a six foot concrete pipe. The water is distributed by means of two pipes running to the inlet pumps, under each filter entrance. There are twelve filters, each 117 by 213 feet. These are grouped on either side of the regulating stations and the sand bins.

Distributing Pure Water.

Upon reaching the broken stone the newly filtered water is collected in 10-inch split tile or channel pipes, which drain into a main pipe at intervals of 13 feet. This main drain is built of concrete and is about six feet in width. It carries the water through a 24-inch cast iron effluent pipe to one of the regulator houses. Each of these pipes is provided with a reinforced concrete Venturi meter. The regulator houses will fill a very important function in the operation of the filtration plant, containing as they do the outlet pipes and controlling gates of the several filters, the means for controlling and refilling the filters after cleaning, as well as the device for obtaining an accurate measure of the velocity of the water through the filters.

Having passed through the filtering process the water is carried to the pure water reservoir. This is another concrete chamber, 312 feet square and covering an area of two and a quarter acres. The floor and the roof together contain over five thousand cubic yards of concrete. There are 529 concrete piers supporting the roof, thirteen feet in height and placed thirteen feet apart. The walls are nearly three feet in thickness. From the pure water reservoir the water will pass to the main pipe and tunnel through a six foot cement pipe.

The water problem has been pressed home to the people of Toronto during recent months. It will be a great source of



Placing Filter Material in Completed Filter. —*Photo's by City Engineer's Department*



Filter, Masonry Complete, Except Roof. —*Photo's by City Engineer's Department.*

relief when the filtering plant is complete. From present indications it seems probable that the entire plant will be completed and in service early in October. Over 45,000 cubic yards of cement have been placed, the pure water reservoir is completed, the cement work on the filters is practically finished, and the laying of the filtering beds is advancing rapidly. Over three hundred men are engaged in the work.

VALUE OF FARM PRODUCTS.

A BULLETIN of the Census Office issued recently gives the total area of field crops grown in Canada last year as 32,711,062 acres, and the value of crops as $507,185,500, compared with 30,065,556 acres and a value of $532,992,100 last year. Wheat, oats and barley had in 1909 a total area of 18,917,900 acres, with a value of $289,144,000, and in 1910 with an area of 20,992,900 acres the value is only $248,738,300. The decrease in value is $40,405,700, which is $14,599,100 more than the decrease for all field crops; and a lower production of 18,591,000 bushels wheat, 58,686,000 bushels oats and 9,981,000 bushels barley through drought and heat in Manitoba, Saskatchewan and Alberta, from an area sown greater by 1,857,300 acres accounts for the whole loss. The crops of rye, peas, buckwheat, mixed grains and flax had this year an area of 1,793,385 acres and a value of $28,768,000, compared with 1,487,611 acres and a value of $26,707,000 last year. The hoed and cultivated crops, comprising beans, corn for husking, potatoes, turnips and other roots and sugar beets, have fallen off in both area and value, the area this year being 1,137,417 acres with a value of $68,006,200, compared with 1,180,095 acres and $69,737,500 last year. Fodder crops, which include fodder corn with hay and clover, show for this year an area of 8,787,360 acres and a value of $161,673,000, compared with 8,479,950 acres and $147,403,200 last year.

The production of fall wheat is 16,610,000 bushels, of spring wheat 133,379,600, of oats 323,449,000, of barley 45,147,600, of rye, 1,543,500, of peas 6,538,100, of buckwheat 7,243,900, of mixed grains 19,433,600, of flax 3,802,000, of beans 1,177,800, of corn for husking 18,726,000, of potatoes 74,048,000, and of turnips and other roots 95,207,000 bushels. The yield of hay is 15,497,000 tons, of fodder corn 2,551,000 and of sugar beets 155,000 tons. The yield of wheat, oats and barley this year in Manitoba, Saskatchewan and Alberta is 277,021,000 bushels, compared with 364,279,000 bushels last year.

Compared with last year, the value of field crops in Prince Edward Island is $9,988,100 to $9,213,900, in Nova Scotia $21,203,000 to $22,319,300, in New Brunswick $18,959,000 to $18,150,900, in Quebec $97,107,000 to $90,071,000, in Ontario $204,002,000 to $200,398,000, in Manitoba $55,206,000 to $74,420,500, in Saskatchewan $84,138,400 to $97,677,500, and in Alberta $16,582,000 to $20,741,000.

NEW TELEGRAPHIC CODE.

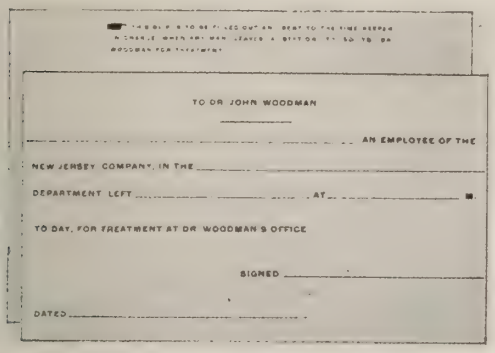
We have received from the publishers, the Christchurch Press Co., Ltd., a copy of the "World's Universal Code," compiled by Mr. Th. de Schryver. It is impossible to give, in the brief space at our command, a complete review of the book, but on looking through it we feel inclined to say that it is "just the thing" codists have been looking for. The system is simplicity itself, and the compiler, in his introductory notes, speaks only the truth when he says: "In fact, one can write out a cable in the same way as an ordinary telegram and leave the coding to a clerk of ordinary capability." What this means no one can appreciate more than the business man, who often has to spend hours in the composition of a cable, anxious to convey to his correspondents over-sea at the lowest possible cost his exact meaning. More than often he does not succeed to his satisfaction, and has to trust to luck that his correspondent will understand his message correctly. By using the "World's Universal Code" no such difficulty will confront him. He can say what he wants to say clear and terse without any fear of a misunderstanding. Another, and not the least, advantage is the speed with which a cable can be coded—a novice can easily code a cable of twenty-five words in ten minutes. The saving in cost also is enormous; three ordinary words can be transmitted at the cost of one word, but as the text of the cable can be cut down in the same way as an ordinary telegram, and still be coded verbally, three code words will often convey the meaning of a cable which otherwise would have to contain at the least twenty words. The code further contains many tables enabling merchants to quote or order at a minimum cost, but it would lead us too far to go into details here.

WORK ACCIDENTS AND THE EMPLOYER

A Writer in System Describes the Method Adopted by one Manufacturing Company to Ensure Reasonable Compensation to Workmen Who are Injured During the Course of Their Labor. Complete Record Made of Accidents.

A WORKER on a punching machine in a factory is momentarily diverted. His hands mechanically keep up the routine of their labors, but his diversion causes a second's pause and the machine comes down and injures a finger. He is incapacitated for days—perhaps for months. If he is a foundry man or an iron worker or any other laborer whose work exposes him to serious injury, in case of mishap he may be permanently disabled, if not killed.

Pay During Disability.


TO DR JOHN WOODMAN

AN EMPLOYEE OF THE

NEW JERSEY COMPANY, IN THE

DEPARTMENT LEFT AT M.

TO DAY, FOR TREATMENT AT DR WOODMAN'S OFFICE

SIGNED

DATED

FORM I. When an employee is injured his foreman immediately sends him to the company's physician with this card, which entitles him to free attendance. The copy goes to the timekeeper.

In most cases the worker is laid off. Sometimes he receives the benefits of accident funds maintained for just such occasions. Sometimes he is thrown out of employment, with no means of support. In either case he is likely to resort to the courts with claims for damages if there are any possibilities of attaching responsibility on the employer. These claims are fought by the legal representatives of the house.

Employers of labor are mostly insured by liability companies, that is, by companies who insure only against legal liability. Such companies are organized for the purpose of making money by settling accident cases for the smallest amount that will constitute a valid consideration for a general release. They have no personal interest in the employees of the insured, nor relations with them.

If a scintilla of negligence can be detected upon the part of the injured employee; if he be hurt by the act of a fellow-servant over whose employment or work he has no control; or if the injury be received from what the law would call an "assumed risk"—a risk which is inherent in the business, and which he must take or be called incompetent—then the loss is his own. When such a calamity overtakes him, his situation is serious. His income ceases while his expense increases, since the insurance company will recompense him only for the negligence of his employer. The circumstances surrounding the employee as an individual, the length of his employment, his fidelity and the number of persons dependent upon him for support are not contemplated in estimating what consideration shall be given to him.

An Outside Interest.

An outside element is interposed into a question between employer and employee at the time of all times when there should be a complete understanding between the parties most vitally concerned. The burden of ethical as well as legal responsibility is shifted to an agent who is in all ways a stranger to the employer's business.

It often happens that a newcomer in the service with a better case in point of law receives a larger amount in settlement than a veteran with a weaker case from a legal standpoint, but with a more serious personal injury. The average workman knows nothing of the law of negligence surrounding his own particular case and, as a consequence, discontent, class feeling and an impression that injustice has been done, arise where none would have existed under a more satisfactory system of dealing with this important question.

For such reasons one public service corporation in New York determined, upon the expiration of its liability policies, to deal with the problem at first hand. In adopting a plan it was influenced by the following considerations:

First: The company could distribute among all its injured employees the amount heretofore paid as premium to the insurance company. If expenditures should be less the plan would be a success financially; if greater, the company would seek for compensatory advantages.

Second: Every injured employee would share in the amount instead of those few only whose injury followed company liability.

Third: The experience acquired by the company in investigating the details of all accidents would undoubtedly lead to the establishing of safeguards, and would improve the general working conditions.

Fourth: The economic loss would be distributed and good relations between the company and its employees would be facilitated.

REPORT OF ACCIDENT TO AN EMPLOYEE

DEPARTMENT NO.

EMPLOYEE (TO BE FILLED IN BY SUPERINTENDENT) RECORD (TO BE FILLED IN BY ACCOUNTING DEPT.)

NAME LENGTH OF SERVICE

ADDRESS RATE OF PAY DAYS A WEEK

OCCUPATION ACCOUNT

NOTE IF ENGAGED ON JOBS CHARGE OT OTHERWISE CHARGE USUAL ACCOUNT

DESCRIBE ACCIDENT CLEARLY

DATE 191 HOUR PLACE

WITNESSES. ADDRESS

INJURED PERSON SENT TAKEN TO

ATTENDED BY

WAS ACCIDENT DUE TO EMPLOYEE'S CARELESSNESS OR TO NEGLIGENCE OF OTHERS

TO WHOSE NEGLIGENCE

REPORT MADE BY

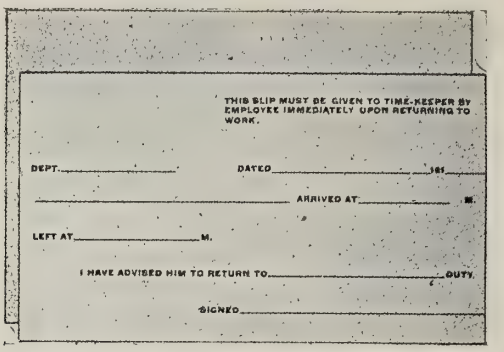
I DO RECOMMEND THAT ABOVE EMPLOYEE BE PLACED ON "DISABILITY" PAY ROLL AT

WAGES. LAST DATE ON DEPT. ROLL I ALSO ADVISE THAT FURTHER INVESTIGATION BE MADE NOT

SUPERINTENDENT

FORM II. The foreman's official report of an accident is made out on the above form immediately following its occurrence, and is sent to the claim department for permanent file.

When an employee is injured he is immediately sent to the company physician with a card signed by his foreman (Form 1) which entitles him, regardless of the responsibility for the accident, to free medical care during the period of his disability. At the first visit to the doctor an opportunity is given him to sign a "release" form wherein he waives all claims against the company in consideration of such free medical care. At the same time the foreman makes out a report (Form II) of the accident, which is forwarded at once to the bureau of claims. The doctor, at the conclusion of his examination,


THIS SLIP MUST BE GIVEN TO TIME-KEEPER BY EMPLOYEE IMMEDIATELY UPON RETURNING TO WORK.

DEPT. _____ DATED _____ 191__

_____ ARRIVED AT _____ M.

LEFT AT _____ M.

I HAVE ADVISED HIM TO RETURN TO _____ DUTY.

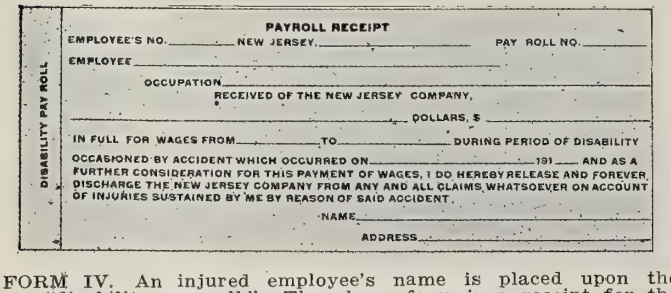
SIGNED _____

FORM III. The company doctor, upon examining an injured employee, makes his report on the above form. One copy goes to the claim department, the other to the timekeeper

makes a report (Form III) covering the state and nature of the injury and recommending the employee on or off duty as the facts seem to warrant. The doctor's report is in duplicate —one copy goes to the bureau of claims and the other to the timekeeper for payroll purposes.

Pay During Disability.

During the period of disability, whether full or partial, the injured man is paid full, half or quarter wages, and his name is dropped from the regular payroll and inscribed upon what is known as the "disability payroll." By the latter means the total amount paid to injured employees is readily determined. The disability payroll receipt is especially prepared (Form IV) so that the release feature is well taken care of. For the more detailed information of the bureau of claims and in order that the latter may be able to make the necessary reports to the authorities, a blue report (Form V) is prepared by the


DISABILITY PAY ROLL

PAYROLL RECEIPT

EMPLOYEE'S NO. _____ NEW JERSEY _____ PAY ROLL NO. _____

EMPLOYEE _____

OCCUPATION _____

RECEIVED OF THE NEW JERSEY COMPANY,

_____ DOLLARS, $ _____

IN FULL FOR WAGES FROM _____ TO _____ DURING PERIOD OF DISABILITY OCCASIONED BY ACCIDENT WHICH OCCURRED ON _____ 191__ AND AS A FURTHER CONSIDERATION FOR THIS PAYMENT OF WAGES, I DO HEREBY RELEASE AND FOREVER DISCHARGE THE NEW JERSEY COMPANY FROM ANY AND ALL CLAIMS WHATSOEVER ON ACCOUNT OF INJURIES SUSTAINED BY ME BY REASON OF SAID ACCIDENT.

NAME _____

ADDRESS _____

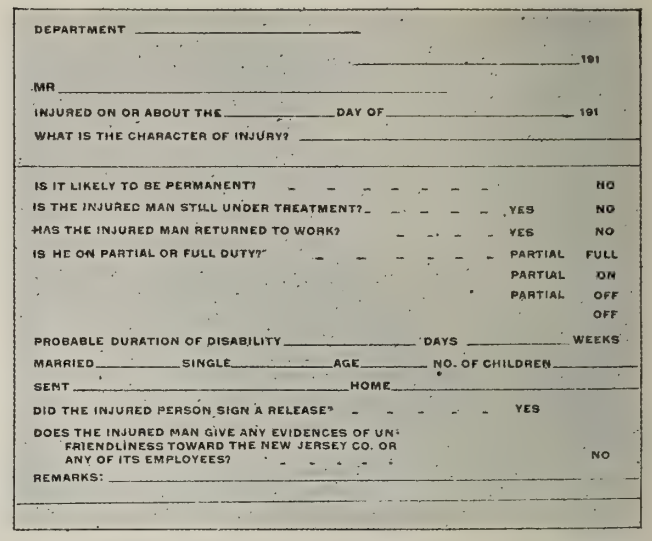
FORM IV. An injured employee's name is placed upon the "disability pay-roll." The above form is a receipt for the wages received during the period of incapacity.

doctor. The doctor follows the case as it progresses, notifies the company from time to time of the condition and certifies when the man is to be returned to full duty; until that time the man is carried on the disability payroll.

Wages are paid during disability whether it is full or partial. If the accident is caused by company's negligence or the act of a fellow-servant or a hazard inherent in the business, the employee's wages are paid to him in full. If the accident is caused by such recklessness or evident carelessness on his part as to endanger the lives of his fellow-employees or to jeopardize the property of the company, the amount is reduced, but, in any event, it is rare when a man is deprived of his entire income.

If an employee refuses to sign the release form during his first visit to the doctor, the fact is reported at once to the bureau of claims, a representative of which visits the man, explains the company's practices to him, and points out the advantages of relying upon its protection. He is told that he will receive his wages promptly and will not be obliged to wait during the long period which is required to terminate a litigation; that he will save illegal expenses, including that large percentage of the amount recovered which is usually taken by "negligence lawyers" working upon a contingent basis, and that his position will be open to him when he is again able to work. It is not withheld from him that there are certain advantages accruing to the company from this method of settlement. The idea is to fully inform the employee of his exact situation and to deal with the subject with entire frankness.

As a result of this policy out of all the accidents that have happened in the two years 1906 and 1907, only six employees refused to sign the release and sued the company, and of these six, five were unsuccessful and their cases were dismissed by the courts upon their merits; the sixth case was adjusted out of court.


DEPARTMENT _____

_____ 191__

MR _____

INJURED ON OR ABOUT THE _____ DAY OF _____ 191__

WHAT IS THE CHARACTER OF INJURY? _____

IS IT LIKELY TO BE PERMANENT?		NO
IS THE INJURED MAN STILL UNDER TREATMENT?	YES	NO
HAS THE INJURED MAN RETURNED TO WORK?	YES	NO
IS HE ON PARTIAL OR FULL DUTY?	PARTIAL	FULL
	PARTIAL	ON
	PARTIAL	OFF
		OFF

PROBABLE DURATION OF DISABILITY _____ DAYS _____ WEEKS

MARRIED _____ SINGLE _____ AGE _____ NO. OF CHILDREN _____

SENT _____ HOME _____

DID THE INJURED PERSON SIGN A RELEASE? YES

DOES THE INJURED MAN GIVE ANY EVIDENCES OF UNFRIENDLINESS TOWARD THE NEW JERSEY CO. OR ANY OF ITS EMPLOYEES? NO

REMARKS: _____

FORM V. The company's doctor submits reports of injuries to the claim department on this form. He notifies the company of the conditions of patients and certifies when the employee is to be returned to full duty; until that time the employee is carried on the "disability pay-roll."

In many cases when employees have been injured by the negligence of an outside corporation or individual, a representative of the claim department has called upon the prospective defendant at the request of the injured man. The system which the company has adopted is explained, and a request is made that it be allowed to follow its policy in that case, with an assurance of reimbursement from the person responsible for the injury. It has never been found that the justness of the plan has failed to appeal to outsiders, and an arrangement has always been made which resulted in mutual satisfaction and a saving to both parties.

The company has been fortunate in escaping accidents which have resulted in permanent injury. This fact is due primarily to the nature of the company's business. Should such an accident occur it might be found necessary to modify the present system in that case—for such would be a virtual life pension. Some position would, undoubtedly, be found for the man, and judging by the company's experience, a satisfactory arrangement could be made. In case of fatal accidents, regard-

less of the responsibility for them, the mortuary expenses are paid in full by the company.

The company does not limit itself to such expenditures but, as in other cases, the previous record of the employee and the economic conditions which confront those surviving him are examined fully. The company does not consider that its duty towards the man or his family ceases simply because he is dead.

One instance is that of a young electrician who, upon being sent to work upon certain high tension apparatus which was "dead," began to work upon a different group which was "alive." The man was fatally burned. Because the written instructions found upon him showed that he was the one who erred, there was no doubt of his gross negligence. His doctor's bills to the extent of $500 were paid and he was given a private room and a night and day nurse at a hospital in an effort to save his life. Notwithstanding that the best care and attention were given him he died three weeks after the accident. His brother had come on from the Pacific Coast to New York to be with the boy and his mother at this time. The company paid the wages of the brother for the time he had lost, paid all transportation expenses of the mother and son to the new home which was to be made on the west coast, and, in addition thereto, gave them $500 with which to start anew.

One feature of the plan which should be emphasized is "partial duty" recommended by the doctor. The value of the labor which the company gets from injured employees is negligible. An oiler who has crushed his hand in the machinery is not of much use around the engine, but partial duty is required in his own interest. Experience has shown that employees not entirely incapacitated by injuries are better off with some kind of employment than idle with full wages in their pockets, and there is a record of one case where an employee met his death under circumstances which would not have existed had he occupied his time by employment with the company.

The economy of such a system is shown by the figures for the two years in which it has been in operation. During that period the actual disbursements for disability payroll, doctors' fees, medicines and settlements have totalled $63,602. During the same period the estimated premiums that would have been paid to liability companies is $77,000, which would have gone into the hands of the lawyers and which does not represent the money that would have been paid on claims. In other words, the new system has brought about improved relations between employer and employee, has given greater protection to injured employees and has netted a saving of $14,000 in two years.

AGRICULTURAL MACHINERY IN SOUTH AFRICA.

The following notes are for the information of manufacturers of agricultural machinery and implements, whose agency arrangements are usually placed in the hands of the large importing houses at the coast and inland centres. In South Africa, the United States do a vast trade in agricultural implements, and their position is largely due to efficient local representation. In entering the market, United States manufacturers take the trouble to incur the expense of visiting the country in order to place their agencies in right hands, and this outlay is warranted, owing to the fact that agriculture will, for all time, continue to be a leading industry of South Africa.

To satisfy themselves as to the competency of agents, the United States manufacturers visit the principal distributing centres:—Capetown, Oudtshoorn, Mossel Bay, Port Elizabeth, East London, Durban, Pietermaritzburg, Johannesburg, Pretoria, Bloemfontein, Kimberley, and possibly, Buluwayo and Salisbury in Rhodesia. Having gauged the competency of firms to handle the particular goods the manufacturers desire to introduce, they decide the areas each merchant firm is capable of efficiently working and so divide the country into zones, and depots, which are carefully defined. This avoids the overlapping of agencies, and the consequent irritation to which an indiscriminate distribution of agencies would give rise. Some local firms have a sufficient "field staff" of travelling engineers and mechanics, who cover a very wide extent of country, and are in a position thus to undertake, more or less, a sole agency. These firms, however, are few in number, and agencies are, consequently, split up between several firms distributed over the country.

Successful Agency Dependent on Enterprise.

The successful working of an agency must greatly depend on the enterprise of a firm, and the amount of capital behind it, as well as on the character of the trade in which it is engaged. Therefore, it is important that manufacturers should come to this country, and become their own judges in the matter. They should avoid the mistake of placing an agency for a certain line with a firm already engaged in pushing another of a similar kind. They should also avoid the error, so commonly made, of insisting upon a substantial initial order from the agent firm.

South African merchants will not take the responsibility of loading themselves with large stocks of implements before testing the market for them. If an article is good, and suitable to the requirements of the market, a ready sale is assured, and it is to the agent's interests to push a good "line." It must, however, be remembered that the manufacturers are those that are primarily interested; therefore, if they select an agent in whom they have confidence, they should meet him in all reasonable ways, as regards initial orders.

Demonstrations by Experts.

Manufacturers should not be content to leave everything to the agent. Take, for example, a big "line" such as ploughs. United States firms at once endeavor to create a demand by the efforts of their own experts, who are employed in all agricultural markets to move about the country giving demonstrations, arranging competitions, and, generally, in advertising at agricultural shows and other gatherings attended by farmers.

These experts are temporarily engaged in the South African market for two or three months in every year, and similarly, they keep in touch with the agents of their firms in other markets such as South America, India, Australia, etc. They carry on a continuous, active campaign, moving from one country to another, and seeing that the interests of their firms are being pushed in all markets in which they are represented. Moreover, they study the conditions of each country, and the requirements of their customers. They watch the activities of their competitors, and thus keep their principals well posted, and abreast of the times, in respect of improvements in designs, methods of conducting business, etc. The real success of United States firms lies in their quick and ready response to the recommendations of these experts. It is this "field enterprise" and "adaptability" that makes them such formidable rivals.

The great thing, however, in regard to all agricultural appliances is to place them in good hands in the market, in order that the goods may be well advertised and thoroughly pushed. Manufacturers should also enlist the interest of the salesman. United States experts, when visiting the market, spare no trouble in coaching salesmen as to the "selling-points" of an implement.

CHANGES IN FREIGHT RATES DURING JULY

List of Freight Schedules Filed with the Board of Railway Commissioners During month of July, 1911.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.
Canadian Pacific Railway.			
Sup. 35 E 489	Sup. 35 E 230	Aug. 14, '11	Grain and grain products C.L. from Fort William to points east.
Sup. 6 E 1714	Sup. 6 E 1301	July 12, '11	Canned goods to points north of McAdam Jct. or Fredericton Jct.
Su. 9 E 1900	Sup. 9 E 1490	Aug. 14, '11	Paper commodities between C.P. stations.
Sup. 1 E 2036	Sup. 1 1632	July 14, '11	Bar Iron C.L. Min. 60,000 lbs. Sault Ste. Marie, Ont., to Vancouver, Victoria, Nanaimo and Westminster, B.C. 50 cts. per 100 lbs.
Sup. 3 E 2124	Sup. 3 E 1720	Aug. 12, '11	Commodities between stations in Ontario and Quebec.
Sup. 5 E 2124	Sup. 5 E 1720	Aug. 15, '11	Commodities between stations in Ontario and Quebec.
Sup. 2 E 2126	Sup. 2 E 1722	July 17, '11	Equalization allowances at Brockville and Goderich, Ont.
E 2124	E 1730	July 10, '11	Class rates from points in Eastern Canada to stations on the Great Northern Ry., taking Nelson, B.C., rates or arbitraries over.
E 2139	E 1735	July 12, '11	Cast iron pipe C.L. Westford, Ont., to Midland, Ont., via North Bay, 28 cts. per 100 lbs.
E 2141	E 1737	Aug. 15, '11	Re-shipping, stop-over and special arrangements at C.P. stations.
E 2144	E 1740	Aug. 19, '11	Class and commodity tariff on export freight points west of Montreal to Montreal and Quebec.
E 2147 cancels E 2036	E 1743 cancels E 1632	July 26, '11	Commodities from Eastern Canada to Vancouver, Westminster, Victoria, Nanaimo, etc.
Sup. 1 E 2126	Sup. 1 E 1722	June 28, '11	Equalization allowance at Goderich.
Sup. 4 E980	Sup. 4 E 569	July 27, '11	Commodities Eastern Canada to points west of Port Arthur in Ontario and Man.
Sup. 2 E 2124	Sup. 2 E 1720	July 6, '11	Commodities between stations in Eastern Canada.
E 2131	E 1727	July 3, '11	Grain (for milling at Almonte) Kingston to Montreal.
Grand Trunk Railway.			
Sup. 3 E 2352 Sup. 36	Sup. 3 C. Y. 20 Sup. 36	June 30, '11	Commodities between stations in Canada.
E 1240	E 12	July 6, '11	Shredded wheat C.L. Victoria Park to Montreal for export 19 cts. per 100 lbs.
E 2361 cancels E 1375 1552	V 20 cancels GAD 3 U 10 V 8	Aug. 1, '11	Classes Ottawa Div. stations to points in the U. S.
E 2362 cancels E 81	V 21 cancels G R 12	Aug. 1, '11	Classes Montreal, Valleyfield and West to points in the U. S.
Sup. 3 E 2265	Sup. 3 C U 58	Aug. 19, '11	Iron commodities from Buffalo, Black Rock and Susnension Bridge to points in Canada.
Sup. 9 E 2270	Sup. 9 C U 59	Aug. 21, '11	Commodities between G.T. stations.
E 2373	C I 131	July 10, '11	Bridge and structural iron C.L. from Dominion, Que., to St. Hilaire, N.B. 30 cts. per 100 lbs.
E 2374 cancels E 2252	C R 111 cancels C R 103	Aug. 15, '11	Re-shipping, stop-over and special arrangements at G.T. stations in Canada.
E 2379 cancels E 499	E 40 cancels G D 60	Aug. 20, '11	Class and commodity G.T. stations Montreal and west to points in U. S.
New York Central & Hudson River R. R.			
1905 cancels 1534	A 19726 cancels A 15295	Aug. 1, '11	Classes from N.Y.C. & H.R.R.R. stations to Montreal and Montreal points.
1907	A 19729	July 11, '11	Classes from N.Y.C. and West Shore stations to Montreal.
1908	A 19749	Aug. 7, '11	Iron and steel articles Buffalo, Black Rock and Suspension Bridge to Ottawa, 17 cts. per 100 lbs.
1917 cancels 1340	A 19760 cancels A 12827	Aug. 8, '11	New iron & steel rails C.L. Buffalo to Niagara Falls, Ont., $1.00 per gross ton.
Erie Railroad.			
232 cancels 75	B 1434 cancels 7727	Aug. 10 '11	Iron and steel articles from Erie R.R. stations to points in Canada
230 cancels 119	B 1430 cancels 6469	Aug. 1, '11	Commodities from Erie stations to points in Canada.
Lake Shore & Michigan Southern Ry.			
Sup. 4 214		Aug. 1, '11	Iron and steel from L. S. & M. S. stations to points in Canada.
Sup. 5 214		Aug. 15, '11	Iron and steel articles L. S. & M. S. stations to points in Canada.

C.R.C.	R.R. No.	Effective.	Description.
Pere Marquette Railroad.			
1374 cancels 377	3478 cancels 2542	Aug. 18, '11	Iron and steel articles from P.M. stations to points in Canada.
Baltimore & Ohio Railroad.			
868 cancels 705		Aug. 1, '11	Commodities B. & O. stations to points in Canada.
Sup. 10 693		July 15, '11	Iron & Steel from B. & O. stations to points in Canada.
Sup. 2 871		Aug. 1, '11	Iron & Steel B. & O. stations to points in Canada.
Cleveland, Cincinnati, Chicago & St. Louis Ry.			
Sup. 34 2	Sup. 34 407	July 1, '11	Classes from C.C.C. & St. L. stations to points in Canada.
Cleveland, Cincinnati, Chicago & St. Louis Ry.			
248	314	July 1, '11	Classes from C.C.C. & St. L. stations to points in Canada.
Wabash Railroad.			
Sup. 24 42	Sup. 24 35400	Aug. 1, '11	Class and commodity rates from Wabash stations to points in Canada.
Pittsburg, Cincinnati, Chicago & St. Louis Railway.			
Sup. 25 P 21		Aug. 1, '11	Class and commodity P.C.C. & St. L. stations to points in Canada.
Chicago, Indiana & Southern Railroad.			
131 cancels 102 110		July 31, '11	Commodities from C. I. & S. stations to points in Canada.
Michigan Central R. R.			
Sup. 18 1351	Sup. 18 7766	July 24, '11	Articles of iron and steel from M. C. stations to points in Canada.
Chicago, Peoria & St. Louis Railway.			
13 cancels 8 10	7039 E cancels 7039 B 7086 C	Aug. 1, '11	Class and commodity from C. P. & St. L stations to points in Canada.
Pennsylvania R. R.			
GO 344 cancels GO 285		Aug. 1, '11	Building, roofing and printing paper C.L. Erie, Pa., to Canadian points.
Sup. 2 GO 301		Aug. 1, '11	Commodities P. R. R. stations to points on G. T. Ry.
Pittsburg & Lake Erie Railroad.			
119		Aug. 1, '11	Class and commodity from P. & L. E. stations to points in Canada.
Buffalo, Rochester & Pittsburg Ry.			
Sup. 8 381	Sup. 8 3142	Aug. 12, '11	Iron and steel articles from B. R. & P. stations to points in Canada.
Wheeling & Lake Erie R. R.			
Sup. 5 65		July 27, '11	Iron and steel Erie R.R. stations to points in Canada.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.

1. **Agricultural Implements.**—A South African firm wishes to get into communication with Canadian manufacturers of agricultural implements and machinery.

2. **Bicycles.**—A Wellington, New Zealand, firm wishes to secure the representation of a Canadian manufacturer of bicycles.

3. **Boots and Shoes.**—A St. Lucia firm desires to correspond with Canadian boot and shoe manufacturers.

4. **Buggies.**—A Barbadoes correspondent wishes to see catalogues and price lists from buggy manufacturers.

5. **Carbonic Acid Gas.**—A Canadian manufacturer wishes to get in touch with the manufacturers of carbonic acid gas put up in drums suitable for use with a refrigerator machine.

6. **Cement.**—A South African firm wishes to get in touch with Canadian manufacturers of builders' cement.

7. **Cream Separators.**—A South African firm wishes to get into communication with Canadian manufacturers of cream separators, churns and dairy accessories.

8. **Electro-plate and Silver Ware.**—A merchant in Barbados wishes to correspond with Canadian manufacturers of silver-ware, electro-plate and fancy goods.

9. **Fencing Wire.**—A South African firm wishes to get into communication with Canadian manufacturers of fencing wire, barbed and plain, and galvanized wire netting.

10. **Fibre Chair Seats.**—A New York firm of commission agents wish to buy pressed fibre seats for chairs.

11. **Flag Sticks.**—A Canadian firm is in the market for basswood flag sticks.

12. **Flour.**—A Japanese firm is in the market for Canadian flour. Quotations should be C.I.F. Japanese port; references.

13. **Flour.**—A firm in the South of England wishes to secure the representation in Great Britain of a Canadian flour milling firm.

14. **Flour Mill Machinery.**—A New York firm wishes to get in touch with Canadian manufacturers of flour milling and grain handling machinery.

15. **Furniture.**—A St. Vincent dealer is in the market for Canadian furniture, chairs, etc.

16. **Hardware.**—A South African firm wishes to get in touch with Canadian manufacturers of builders' hardware, tools, paints and oils, brushes, etc.

17. **Harness.**—A St. Vincent dealer wishes to get in touch with Canadian manufacturers of harness.

18. **Incubators.**—A South African firm wishes to get into touch with Canadian manufacturers of incubators and poultry sundries.

19. **Laths and Lumber.**—A New Zealand firm, with branches in Christchurch, Dunedin and Auckland, wishes to secure the representation of Canadian manufacturers of building laths and lumber.

20. **Leather.**—A Japanese firm is in the market for Canadian leather and cow hides. Quotations should be C.I.F. Japanese port. References.

21. **Lumber.**—A South African firm of wholesale lumber dealers wish to get into communication with Canadian manufacturers of lumber, such as Douglas fir, spruce deals and deal ends, white pine for shelving, and poplar.

22. **Lumber.**—A St. Lucia firm wishes to get in touch with Canadian manufacturers of spruce lumber.

23. **Metal Ceilings.**—A South African firm wishes to get in touch with Canadian manufacturers of metal ceilings.

24. **Motor Cars.**—A Wellington, New Zealand, firm wishes to secure the representation of a Canadian line of cheap grade motor cars.

25. **Mower Knives.**—A Copenhagen firm wishes to get in touch with Canadian manufacturers of mower knives and all kinds of repairs and supplies for agricultural machinery.

26. **Oil and Gas Engines.**—A South African firm wishes to get into communication with Canadian manufacturers of oil and gas engines.

27. **Paper.**—A Japanese firm is in the market for Canadian paper. Quotations should be C.I.F. Japanese port. References.

28. **Pumps.**—A South African firm wishes to get into touch with Canadian manufacturers of pumps of all descriptions.

29. **Salmon, Canned.**—An Auckland, New Zealand, firm, with extensive business connections throughout New Zealand, is in the market for canned salmon and other fish. Excellent references.

30. **Sausage Cases.**—An English firm desires to get in touch with Canadian manufacturers of sausage casing.

31. **Soap and Perfumery.**—A St. Vincent merchant invites correspondence from Canadian manufacturers of soap and perfumery.

32. **Soap.**—A St. Lucia firm wishes to get in touch with Canadian manufacturers of laundry and toilet soaps.

33. **Soap and Perfumes.**—A dealer in Barbadoes wishes to correspond with Canadian manufacturers of toilet soaps and perfumes.

34. **Talc.**—A Chicago firm desires to get into communication with Canadian exporters of talc.

35. **Timber.**—A Japanese firm are in the market for Canadian timber. Prices should be quoted C. I. F. Japanese port. References.

36. **Toilet Sundries.**—A merchant in St. Vincent invites correspondence from Canadian manufacturers of soap and perfumery.

37. **Trunks.**—A St. Vincent merchant wishes quotations from Canadian manufacturers of trunks.

38. **Twine.**—An old established firm in Christchurch, New Zealand, wishes to get in touch with manufacturers of cotton twines.

39. **Umbrellas.**—A St. Lucia firm wishes to get in touch with Canadian manufacturers of umbrellas.

40. **Wagon Material.**—A South African firm wishes to get into communication with Canadian manufacturers of hubs, spokes, rims, axles, shafts, bushes and springs.

41. **Water Softening Machines.**—A Winnipeg manufacturer wishes to get in touch with Canadian manufacturers of water softening machines.

42. **Windmills.**—A South African firm wishes to get into communication with Canadian manufacturers of windmills. horse gears, grinding mills, hay presses and scrapers

AGENCIES.

1. **Agency.**—A successful commercial traveller of wide experience and good connection in Newfoundland, wishes to secure the representation of a Canadian manufacturer of a brand of flour not already represented in that market.

2. **Agency.**—A firm of commission agents in Paris, covering the whole of France, desire to secure the representation of some Canadian firms. Special attention is given to food products, textiles and metals.

3. **Agency.**—A retail dealer in St. Lucia desires the agency for a special brand of laundry soap.

4. **Agency.**—A traveller, connected with Demerara trade, is extending his territory to South America and desires to get in touch with Canadian manufacturers wishing representation in Brazil.

5. **Agency.**—A London manufacturers' agent, with wide connections, desires to secure the agency for Canadian manufacturers of metal goods. Good references are given.

6. **Agency.**—A firm of manufacturers' agents in Vancouver wish to secure the representation of two or three lines not now represented in British Columbia. The firm is well recommended.

AGENCY WANTED.

Manufacturers' Agent who has lived in Mexico for over twenty years is desirous of opening up market there for Canadian products. He will be in Canada until August tenth. Address Box 50, Industrial Canada, Toronto.

Agency: A Melbourne, Australia, manufacturer's agent, with a wide connection, wishes to secure the representation of additional lines. He is at present handling British White Lead, Oils, etc.

Agency: A Sydney, N.S.W. firm of manufacturer's agents desires additional agencies. A member of the firm will be in Canada early in September. An appointment may be made through this office.

AMONG THE INDUSTRIES

W. D. Beath & Son will build a new factory in Toronto.

The Edmonton Iron Works will erect a $20,000 foundry.

The Spring Bed and Mattress Co. will erect a $7,000 factory in London, Ont.

The Swift Canadian Company are building a $75,000 building in Edmonton.

The Dominion Flour Mills Co. will erect a mill at Montreal, costing $75,000.

The Anglo-American Warehouse Co., Vancouver, will build a $60,000 warehouse.

The Enterprise Foundry Co., Sackville, N.B., will build an addition to their plant.

J. A. E. Gauvin, Montreal, will build a theatre in that city at a cost of $155,000.

Tees and Persse, Winnipeg, have plans prepared for a warehouse in Moose Jaw, Sask.

The Albert Manufacturing Company, Hillsboro, N.B., will erect new mills to cost $100,000.

The Diamond Flint Glass Co. will build a new factory in Hamilton at a cost of $40,000.

The National Hardware Co. will add to their factory in Orillia at a cost of $15,000.

The National Spring and Wire Co., Windsor, Ont., will build a $15,000 factory in that city.

The Consumers' Box and Lumber Co., Toronto, are building a $12,000 warehouse in that city.

The Waterous Engine Works Company will build a $60,000 addition to their plant in Brantford.

The Western Canada Saw Mills are building a two-storey warehouse and office building in Saskatoon.

The National Paper Co., Limited, are erecting a plant at Valleyfield for the manufacture of coated paper.

J. Barsalou & Co., Limited, soap manufacturers, have taken possession of their new factory on Delorimer Ave.

The Fraser Valley Tile & Cement Co., New Westminster, B.C., will build a branch plant at Ladner, B.C.

T. W. Lehoe, Fort Wayne, Ind., is organizing a company in Ottawa for the manufacture of automobiles.

The Canada Mattress Mfg. Co. has just completed a large addition to their factory at Victoriaville, Que.

The John Morrow Screw Co., Limited, Ingersoll, will build a $12,000 addition to their plant in that town.

The Montreal Terra Cotta Lumber Co. are building a new and enlarged plant at Lakeside, near Montreal.

The Western Supply and Equipment Co., Lethbridge, Alta., will build a warehouse in that city at a cost of $26,000.

The Bowman Lumber Co., Revelstoke, B.C., lost a sawmill by fire recently, entailing a loss of $40,000.

Wm. McBride and F. M. Brown, Alliston, Ont., are considering the erection of a $10,000 factory in that town.

The Riordon Paper Co.'s plant at Calumet, P.Q., was destroyed by fire during the month, with a loss of $200,000.

The Verity Plow Co., Brantford, will erect new buildings which will practically double the capacity of their plant.

The Preston Woodworking Machinery Co. will build an $8,000 factory in Preston. Mr. Mullen is the manager in charge.

The Dominion Corset Co., it is understood, will replace the factory which was destroyed by fire recently by a large new building.

W. R. Brock & Co., Toronto, will make a $40,000 addition to their warehouse on the corner of Bay and Wellington Streets.

The Flexible Conduit Company, of Penn Yan, N.Y., will establish a Canadian branch in Guelph, Ont. A factory building has already been secured.

The Plessisville Leather & Shoe Co., Limited, a new company incorporated with $125,000 capital, are building a large factory at Plessisville, Que., and will start operations in the Autumn.

The Holland Varnish Co., Limited, have begun operations in a new plant for the manufacture of varnish, at the corner of Atlantic and Park Avenues, Montreal. Their specialty is "dyke" varnishes.

The Montreal Terra Cotta Lumber Co. have commenced the construction of a new plant at Lakeside, near Montreal. This plant wil have a capacity very much in excess of the old factory at Maisonneuve.

The Colonial Whitewear Company, which was reported in last months' paper as being about to build a two-storey factory in Guelph, is in reality building a four-storey building which, when completed, will have accommodation for 400 hands.

The Canadian Rattan Chair Co., Ltd., has been incorporated with a capital of $49,000—among the promoters being Paul Tourigny, L. H. Couillard and J. E. Alain, all of Victoriaville. The construction of a large plant is now well under way and it will be in operation within the course of a month.

The Dodge Manufacturing Co., Limited, of Toronto, are building a three-storey brick and steel fire-proof warehouse 175 x 47 feet, which will substantially increase their facilities. It is expected that the new addition will be ready for occupation on September 15th. In the last few months the Dodge Company has installed a large amount of new machinery which gives their plant a greatly increased output.



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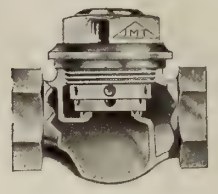
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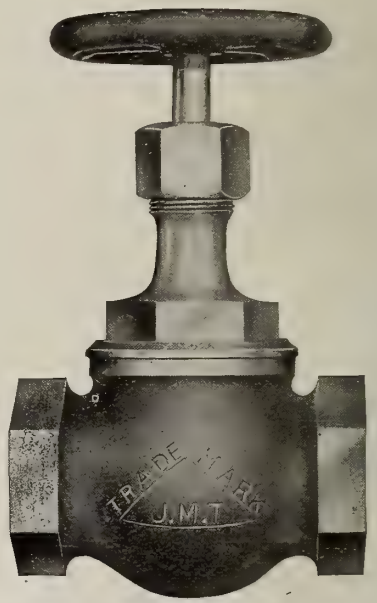
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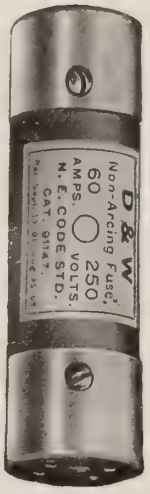
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Henry Morgan & Co., Montreal, will build a ten-storey retail department store in Montreal.

The National Finance Company will build a seven-storey office building in Vancouver.

The McClary Manufacturing Company, London, have let the contract for a $27,000 office building and factory in Montreal.

The Positive Clutch and Pulley Works, Toronto, will build a $10,000 factory building in Aurora, Ont.

The Cockshutt Plow Co. will build an extension to their factory in Brantford at a cost of $40,000.

The Zimmerman Knitting Co. are making an addition to their plant at a cost of $12,000.

The Montreal Locomotive Works will erect a new building at Longue Pointe, at a cost of $34,000.

The St. Lawrence Sugar Refining Co., Limited, have just completed an addition to its plant at Maisonneuve.

The Standard Underground Cable Company, of Pittsburg, are having plans prepared for a $400,000 factory in Hamilton, Ont.

H. F. Ledoux, Limited, manufacturers of tobaccos, are considering the establishment of a cigarette factory in Winnipeg.

Tenders have closed for the big store of the Hudson's Bay Company in Calgary. It is estimated that the cost will be $1,500,000.

The Niagara Brand Spray Co. are in negotiation with the town of Brighton, Ont., with a view to the establishment of a factory there.

The Canada Rattan Chair Mfg. Company are building a factory at Victoriaville, Que. This is a new company incorporated with a capital of $49,000.

Allis-Chalmers-Bullock, Limited, have completed the reconstructon of their plant which was practically damaged by fire recently.

The Montreal Steel Works Co., Ltd., are building a large new plant at Longue Pointe, Que., near the site of the proposed Montreal Dry Dock.



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INDUSTRIAL CANADA

ISSUED BY

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COMMENT OF THE MONTH.

Freight Rates to the West.

ONE principle of railway logic the shipping public in its ignorance has always been slow to accept. The payment of higher rates from Montreal to Calgary than from Montreal to Vancouver remains a grievance. The theory of water competition, it is true, cannot be cast aside and the railway man builds up a strong argument for his contention, introducing with a glibness that almost persuades, sundry references to the Horn, the Suez Canal and Hawaii. But a theory is always rather roughly jostled by known facts and the manufacturer or wholesaler sees before him the compelling fact that it costs the railways less to haul a shipment two thousand miles than to haul it three thousand miles, and that they charge more for the less service than for the greater. Hence the grievance. The Interstate Commerce Commission of the United States have been wrestling with the problem in that country for several years. A decision just handed down has a very real interest for us as our rates to the far West are admittedly based on theirs. By this decision, while the long and short haul system has not been completely established, a greater approximation to it has been made than ever before. From the St. Paul territory it is decreed that charges to intermountain cities shall in no case be greater than to the coast terminals. From the Chicago zone seven per cent. additional may be charged, from the Buffalo zone, fifteen per cent. additional is allowed and from the New York zone twenty-five per cent. additional. The increases in the territories more eastward is a recognition of the importance of water competition. A cursory consideration of the new rates shows that traffic charges will in some cases be reduced as much as thirty per cent. to Salt Lake City, Spokane and other interior western points. That a similar reduction will follow in Canadian territory seems certain. Edmonton, Calgary, Nelson and the other cities of the interior far West will reap the benefit. What effect the prospective reductions will have on distributing centres remains to be seen. By reducing the rates from Montreal and Toronto to these middle points will Vancouver suffer? And how will Winnipeg, Fort William and Port Arthur be affected? These are questions which a readjustment of rates is bound to raise. They are, however, in the final analysis secondary to the problem of bringing supplies to the consumer at the minimum of expense.

Reciprocity in Unemployment.

THE steel industry in the United States is operating at less than seventy-five per cent. of its capacity. That indicates a lack of employment for a quarter of the workmen who are normally engaged in that industry. The railways are laying off men by the thousand. The same condition exists now or will develop in the near future in all other branches of manufacturing and transportation. Business in the United States is in a precarious state. Yet this is the country to which we are asked to tie up in a business way. Reciprocity in unemployment and

in stagnation will follow reciprocity in business. We cannot have one without the other. Do the workmen of Canada wish to exchange employment for unemployment, prosperity for depression? That is the question before them.

Building Conditions in Toronto.

ANOTHER effort will be made to overcome official obstinacy in the matter of Toronto's building by-law. The season is approaching when plans for factories and warehouses for next year's construction will have to be got under way. Still no improvement has been made in the conditions under which building can be done. The city architect has stated that he has some amendments under consideration but his attitude throughout has been one of opposition to the suggestions contained in the report of the citizens' committee. The committee has decided to appeal direct to the Board of Control in an effort to bring about more reasonable conditions. It should not require so much agitation to bring about a simple reform. Nothing is asked for which will in any way put the safety of buildings in jeopardy. On the contrary, in several particulars suggestions are made for making the requirements more stringent. A sane building by-law will safeguard public life without adding unnecessarily to the cost of construction, it will encourage the erection of fire-proof structures instead of inferior buildings, it will bring structural engineering into line with the practice obtaining in other cities. Advances and changes have been made since the present by-law was drawn up. Concrete work is practically an innovation. Sufficient consideration has not been given to these developments. At present a floor has to be built of such strength that no possible weight can affect it. Now it is quite proper and necessary that a floor should be capable of supporting any load that will be placed on it, with a fair margin above that, but when this margin has been provided for why increase the cost by doubling or trebling the strength? In other words, why go beyond the requirements of absolute safety? Wastefulness in building costs must be minimised.

Unrest in England.

UNREST is shaking the minds of Englishmen. Riots marked the railway and wine makers troubles in France, but the outbreaks were ascribed to the temperamental ebulliency of the Celtic people. Strikes and revolutions in the South are credited to the hot Southern blood. Riots in the United States are marked up to traditional western lawlessness. But England is the land of law and order. Hers is the freedom which has slowly broadened down from precedent to precedent. Lawlessness should have no place within her walls. Far other is the case. Strikers in London and Liverpool in tens of thousands have initiated a period of wild anarchy. Not even the presence of soldiery was enough to quell the recklessness of the mobs. A state of warfare existed in the streets of the cities and a temporary subjection was effected only by the deadly use of rifles. The food supply of England was cut off as effectively as it could have been by a foreign foe. The Declaration of London becomes only of secondary importance. The problem would appear to be not one of getting grain into British ports but of passing it on to the consuming public, through the revolutionists who oppose its distribution. The whole situation must be causing deep searchings of heart among the British people. What is the cause of it and where is it to stop? A social revolution has been accomplished in Great Britain during the past three years. Democracy has advanced farther in that period than in the preceding half century. Is the present social unrest the result of a breaking away from old ties and old traditions, or is it but one phase of the movement which has found expression in other directions in the enactment of advanced workmen's compensation measures, old age pensions, new systems of land and wealth taxation, and a curtailment of hereditary power? Is it socialism or anarchy? It is said that the most dangerous time in the life of a heathen nation is when it has given up the gods of its fathers but has not yet come under the influence of Christianity. England is giving up many of the traditions and precedents which have been a religion to her in the stormy days of centuries that are past. Has democracy provided the leadership to maintain under new principles of life and government the stability, the progressiveness, and the efficiency which characterized the national life up to the present? Not only Englishmen, but no less that larger people who populate the overseas dominions are gravely interested in the social re-adjustments through which the mother country is passing. It is to be hoped that the present troubles will not result in industrial disaster.

Of Interest to Workmen.

RECIPROCITY, says *The Weekly Sun,* is not to be regarded wholly as a farmers' issue. Quite right. There are a good few people in Canada who have to earn their livings otherwise than by farming. For instance, four hundred and fifty thousand are employed directly in factories. On the assumption that one worker represents a family of four on the average, we have 1,800,000 people dependent npon manufactures for their livelihood. Those, with the tradesmen and professional men who serve their needs, make up a substantial proportion of our total population. A fiscal policy which does not take into consideration this portion of our population, is one-sided and inadequate. Wherein does the reciprocity proposal affect them except to injure them? The tariff is reduced on a number of items and employment in consequence becomes less secure. The farmers, we are told, will get more for their products. From whom? Truly reciprocity cannot be regarded wholly as a farmers' issue.

How Individual Industries are Affected.

WHEN all is said and done, the effect of freedom of trade in specific cases is the best way of estimating the value of reciprocity in general. For instance, we take the case of timber. For years our trees were cut with reckless prodigality and floated across to United States mills. Did the ensuing wealth suggest to Canadians that the practice should be extended? Not so. First the Government of Ontario passed restrictive legislation, and unmanufactured timber was no longer sent across the lakes. That was under a Liberal regime. No question was raised as to whether or not the owners of timber could get higher prices for their supplies in the United States than in Canada. It was a matter of public policy that the timber in its raw state should not be exported. This legislation met with universal approval in the Province of Ontario. It has been enforced by both Liberal and Conservative administrations. Then followed Quebec. Quebec, too, discovered, after years of experience, that access to the United States market was not the greatest blessing conceivable. On the contrary it was steadily impoverishing the Province. Legislation similar to that of Ontario was passed, again by a Liberal Government and with general approval. The larger market has been closed on the initiative of Canadians. And the movement spreads. On October first New Brunswick will put into effect the regulations adopted in April last for the conservation of her forest resources. These provide that "all sales of timber licenses" giving the right to cut "spruce or other soft wood trees or timber, other than pine and poplar" and "all licenses or permits to cut such timber" shall be "subject to the conditions set forth in Schedule A" of the Act, which may be cited as "The Manufacturing Condition." Schedule A, referred to, provides that "every timber license or permit conferring authority to cut spruce or other soft wood trees or timber, not being pine or poplar, suitable for manufacturing pulp or paper, on the ungranted lands of the Crown shall contain and be subject to the condition that all such timber cut under the authority or permission of such license or permit shall be manufactured in Canada, that is to say, into merchantable pulp and paper, or into sawn lumber, woodenware, utensils or other articles of commerce or merchandise as distinguished from the said spruce or other timber in its raw or unmanufactured state." Three provinces, after years of experience with "the larger market," have declared it a fallacy. Its effect has been to impoverish the country by denuding it of a natural resource of commanding value.

Developing Export Trade.

THE place of catalogues in the development of a foreign trade is discussed by a British Consul to Mexico in a recent consular report. "This Consulate," he writes, "receives during the year inquiries relative to an infinite number of subjects, such inquiries generally being accompanied by a certain amount of printed matter, which, I am sorry to say, more often than not is printed in English and gives the cost of the goods at some home port. This printed matter when in such shape is really of very little use, and it is surprising that those desirous of increasing their trade by correspondence do not add some kind of information whereby possible customers would know what an article would cost them delivered at this port, exclusive of customs duties and landing charges. Exporters can readily ascertain approximately what these charges will be by applying to any steamship agency, who would inform them whether the particular class of merchandise would pay freight on a weight or a measurement basis and the rates ruling at that time. At the present there is very little fluctuation in ocean rates to Mexico, all the principal lines of steamers being in agreement on this subject. While this would give the purchaser an idea as to the cost of the article he was buying, it would not necessarily mean that the ocean rates and charges quoted would be actually guaranteed." The writer, however, is strongly of the opinion that catalogues and printed matter in general should be supplementary to personal work. "After many years residence in this country," he says: "I am convinced that the only way of increasing trade is to send competent representatives as canvassers who can undertake probably two or three lines, bearing in mind that amongst other requisites essential to success is a knowledge of the Spanish language, which will conduce to a speedy acquaintance with the requirements and customs of the inhabitants of this country." The whole problem of export trade resolves itself into making the purchase of goods as easy as possible for the prospective buyer. Prices must be quoted in his own coinage, he must know what the goods are going to cost on his own shelves, the description must be in his native language. These are the elementary requirements.

An Industry in Danger.

RATIFICATION of the reciprocity agreement will wipe out Canada's book paper manufacturers. The terms of the agreement call for the elimination of the protection on papers under four cents a pound in value. It is assumed that the Canadian negotiators thought that they were merely placing news paper on the free list. In fact this has been admitted by one of the representatives. However, United States manufacturers make book papers at less than four cents a pound. They can do so because of the immense market, and hence the immense output. Against the competition of this paper coming in free of duty, Canadian manufacturers will be helpless. More than in most products the cost of paper depends upon the output The mills which are operating in the United States to supply a market of over ninety million people are turning out their product more cheaply than those in Canada

with a market of eight millions. Conditions here are improving. Costs are being reduced as population increases. But the time is not yet ripe for admitting free competition. It will mean the destruction of that industry which has been built up as a result of years of patient toil. What can be done if sufficient time is given is shown in the case of news paper, the manufacture of which has been so firmly established that it can now compete with the world. No one will question the wisdom of having fostered this industry in its earlier stages. Canada is now reaping the benefit of it, in the employment of a large body of workmen in our paper mills, adding to the demand for farm and other products, and utilizing to the best advantage a valuable natural resource. The higher manufacture of pulp into book and other papers could be developed just as easily. Is it not worth while? The failure to protect them under the present agreement is but another example of the glaring lack of expert knowledge on the part of the Canadian contingent when the negotiations were in progress.

Trade with South Africa.

SOME time ago Elder Dempster & Co., offered free transportation to South Africa to commercial men who wished to look over that field as an outlet for their export trade. The results have been satisfactory. Last year two manufacturers joined in sending out a representative. Business resulted almost immediately, at first only in small orders, but more recently by a single vessel over twelve carloads were shipped by the two firms. This incident shows the possibilities that are now open to Canadian manufacturers in South Africa. The steamship company which has been giving a service to that colony for some years has recognized this and has offered large inducements to get Canadians to visit the country and see for themselves the business that was offering. Mr. H. R. Poussette, formerly Trade Commissioner there, on his recent visit to Canada impressed upon the minds of exporters the fact that Canadian goods were wanted and could be sold there. The ties of sentiment are not weak, and Canada will be doing a good service to the Empire by strengthening them in this case by more frequent intercourse and the development of a mutual trade.

Limits Power of Parliament.

PROTEST has been made against the reciprocity agreement because it takes from the Parliament of Canada the power to encourage specific industries by bounties. The objection is well taken. Examples are not wanting to prove how very beneficial to the country at large such temporary assistance is, nor have the benefits attached to the policy of giving bounties been confined to any one class or district. In British Columbia the lead industry was at a standstill until assistance was given to smelters of lead ore. At once the mines were opened and a refining plant was put into active operation. A natural resource became of real value and many men were engaged in the various operations, running from the mining of the ore to the transportation of the finished product. In Ontario a bounty is given on the product of petroleum wells. As a result a great and valuable natural resource has been developed to the undoubted advantage of Canada. The fishing industry of the Maritime Provinces has been put in a flourishing condition by similar assistance. Finally the steel and iron trades have received an immense impetus through the policy of bounties. Nor has this advantage cost the country anything, for Hon. Mr. Fielding stated on the floor of Parliament that the amount paid in bounties was amply made up by the additional customs revenues which the steel and iron industries produced. The growth of the city of Hamilton shows clearly the results of the establishment of a steel plant. Around it grows up a series of industries requiring steel and iron as a raw material, and adding immensely to the business of the country. Canada has not yet her industries firmly established. She should retain complete independence of action to deal with problems as they arise, ever setting a foundation for a complete industrial system.

Commerce of the Empire.

FEW articles of commerce exist which cannot be produced in some corner of the British Empire. From the frozen islands of the Arctic Ocean to the burning sands of Central Africa, from the far East to the far West, the British brotherhood is wrestling with nature for the production of the articles which are native to the region, or which an unwilling soil may be forced to produce. The empire is almost self-sufficient, even to the food stuffs for which England's industrial millions cry out with insatiable greed. And here the increasing areas under cultivation in Canada and Australia are steadily cutting down the deficiency.

A recent special issue of the London Chamber of Commerce *Journal* is devoted to the trade products of the British Empire. It points out the manifest fact that many people do not realize the extent to which the British Empire is capable of supplying the Mother Country and the daughter States, not only with much of the food of their people, but with raw materials for their factories and workshops. Hence an effort has been made to present in terse but clear form a statement of the various articles imported by Great Britain and their sources. The principal foodstuffs and raw materials produced in British countries are discussed by groups; the imports of each group or article into the United Kingdom is compared with the imports from foreign countries; the extent of the production in each state is briefly indicated and the condition of development, either progressive or retrograde, is mentioned. The subject of manufactured goods is not dealt with in the report.

A fairly large proportion of Britain's imported supplies of wool, tea, cocoa, wheat, rice, meat, cheese, hides and skins, oilseeds, and oils, etc., is derived from British Possessions. On the other hand there are certain very important products, such as, for example, cotton and tobacco, for which she is practically entirely dependent on foreign countries for her supplies, although there are countries within the Empire where these products might be extensively cultivated and where, in fact, excellent progress is already being made in that direction.

Attention is also drawn to some products which are new or comparatively new to British trade, and which are worthy of the consideration of importers in that country. The particulars given will help people to realize the present actual value, as well as the vast potentialities, of the British Dominions as sources of supply of almost every raw material and foodstuff required by the British importer, merchant, or manufacturer. It is hoped also that the attention of commercial men may be attracted to new sources within the Empire of products which are now imported mainly or entirely from foreign countries, but which might be obtained, more advantageously, perhaps, from the Colonies, to the gain both of the producer abroad and the importer at home.

The tables which accompany the review are illuminating. As a record of the Empire's resources they are most valuable and suggestive, and they should develop an internal trade which will be of advantage to all concerned.

Rates to Western Canada.

A new system of rate making on transcontinental freight traffic has been established by the Interstate Commerce Commission in the United States. Not only were reductions ordered on traffic to Spokane, Salt Lake City and the other cities of the West, but the principle was established that rates to the inland western towns should be made on a graded scale, being a proportional part of the rate to the coast. Formerly these rates were made by taking the through rate to the coast and adding the local rate back, the ruling principle being the water competition around the Horn. Canadian shippers have a large interest in this decision of the Interstate Commerce Commission. Rates to Western Canadian points have been fixed in conformity with the United States practice. While the Canadian Railway Act contains a clause specifying that in no case shall the charge for a longer haul be less than for a shorter haul, other conditions being equal, it has been held by the Commission that this rule does not prohibit the railways from meeting the competition of United States roads on the coast, which in turn has been governed by water competition up till now. The establishment of rates in the United States, based on distances rather than competition, will do away with the reason for discrimination in Canada. There should be no longer a higher rate from Montreal or Toronto to Calgary than from the same cities to Vancouver. No doubt the railways will follow their previous custom of acting in uniformity with the United States lines in the handling of western traffic. Indeed to hold their business it will be necessary for them to meet the rates of their rivals across the line. The western inland districts of Canada should soon get the benefits of lower rates.

Mistaken Sympathy.

A certain degree of picturesqueness is lent to the reciprocity controversy by the *Grain Growers' Guide*, whose hectic appeals to the farmers of the West are aimed at stirring up class against class and section against section. In a recent issue it warns its readers that if reciprocity is defeated "the shackles of protectionism will be more closely riveted upon the necks of the Canadian people." It is astonishing how ready the people of other countries are to be enslaved. Into Western Canada, the part which the *Grain Growers' Guide* should know the best, immigrants have flowed on an ever-rising tide. Fifty thousand, one hundred thousand, two hundred thousand, this year over three hundred thousand from Europe and the United States have taken up citizenship under the economic conditions existing, and glad they have been to do so. Has there been any movement on their part to return to the land of their birth? On the contrary the best immigration agents we have are the prosperous farmers who are sending for their friends to come and enjoy the prosperity which is open to all. The prosperity of Western Canada has become the topic of conversation at home and abroad. Through the bounty of the Government, homesteads are free, through the bounty of Providence those homesteads produce harvests of golden wealth. So that in no country in the world can a man start in agriculture and attain a position of independence in so short a time. To talk about shackles to farmers who till a quarter, a half or a whole section, who have modern farm machinery and who drive their own motor cars, must be as amusing to the writer in the *Guide* as it is to the man who reads it. No class is being impoverished by another in this country.

WILL THE TROJAN GIFT HORSE BE ADMITTED?



Taft (to Canada): Isn't he a peach of a horse, and it's all for you, with Uncle Sam's love.—*From the Montreal Star*

PROVISION AGAINST UNEMPLOYMENT.

A scheme to provide against unemployment, which has been in operation at the numerous branches of the Bradford (England) Dyers' Association during the past five years, has worked with very satisfactory results. The men's union, the Amalgamated Society of Dyers, gives out-of-work benefits to its members of $1.95 a week. To this sum the Dyers' Association adds a similar amount.

In periods of poor trade, when many men are out of work, arrangements are made for a man to accept a lump sum in commutation of his right to the weekly allowance, which enables him to go abroad, thus removing a competitor from a congested market. For the first three months of the present year the syndicate contributed $1,363 in connection with the scheme.

Any man discharged for drunkenness, repeated breaking of time, insubordination, or other offence is precluded from any benefit in the scheme, which affords for the employers a minimum of wantonly broken time and insures that the men are comparatively well off when out of work.

HINTS TO MANUFACTURERS.

"The importance of good commercial travellers in opening up and extending trade relations is so generally acknowledged that it is needless to dwell on the subject," says a British Consul in a recent report. "The representatives of British manufacturers appear, however, to be very much in the minority as compared with the representatives of American and German firms. Whilst some few British manufacturers are in the habit of having their travellers make periodical visits to Mexico, these visits are so far apart that the trade is hard to hold. Mexican dealers, if they are satisfied with the goods they have previously purchased and with the general way they have been treated by the manufacturer, will often reserve their orders, provided they know that the representative of the firm they have previously dealt with is likely to call upon them again before long. If the dealer does not know when the traveller is likely to return he will most likely place his orders with the representative of some other manufacturer who may happen to call and be able to produce an up-to-date line of samples.

"In making up an order the dealer is often greatly assisted by suggestions from the representative of the manufacturer, and it is to the interests of the manufacturer that any suggestions made by his representative should be *bona fide* and made with the view of assisting the merchant to increase and push his sales in certain lines. Cases have come to my knowledge where British manufacturers have expended large sums of money in sending out thoroughly efficient representatives to Mexico, who have introduced the articles manufactured all over the Republic, and a good business has resulted. Unfortunately this trade has not been followed up, and the business, to secure which the manufacturer had expended a large sum of money, is being allowed to slip away. Manufacturers sending travellers out to Mexico should arrange for them to call on their customers at least once, if not twice, every year. In the interim let the manufacturer keep in touch with his customers by sending out monthly quotations printed in Spanish, leaflets calling attention to any changes or improvements in the goods manufactured, etc. The Mexican custom of sending out New Year's cards is not to be despised. I have known of several cases where business has resulted through the extension of this small courtesy, especially in the interior of Mexico.

"In cases where manufacturers do not wish to go to the expense of sending out a personal representative I would suggest the establishment of commercial agencies in the most important business centres. At these agencies samples might be exhibited, and catalogues and general price lists furnished. The expense of running such an agency would be comparatively light if divided up between several different firms. The full working details of these agencies would, however, have to be carefully studied out by the manufacturers, and I would suggest that the Chambers of Commerce in some of our important manufacturing centres might be able to devise some practicable scheme for the establishment abroad of commercial agencies such as I have suggested."

WHERE WORKMEN STAND.

If ever there was a time for the mechanics and artisans generally of the Province of Quebec to assert themselves or interest themselves specially in helping to decide for a policy it is the present time. If the moulders, the machinists, the pattern makers, the boiler makers, brass workers, sheet metal workers, etc., etc., could only have the opportunity of looking around among the big pulp and paper mills, the saw mills, elevators and such like, at many of the prominent water powers throughout the Province of Quebec they would be surprised to see what a large quantity of machinery of all kinds is already coming into Canada from the United States. This might just as well as not be manufactured in Canada by Canadian workmen. After many years of experience my best advice to the workman is to devote some of his time to the study of his own interest which surely lies in the direction of sending men to parliament who will stand for a reasonable and consistent protection to Canadian industries. This, if procured, is surely the first step in the direction of more work and better wages for the mechanics of the country. On the contrary what would reciprocity do for them? Simply pave the way for later concessions, such as free machinery, and other manufactured articles, and if the progress of mechanics in this country is already retarded through importation of American machinery, as is undoubtedly the fact, what must happen later when the big plants of Uncle Sam swoop down on our market?

In fact, for years past the writer has told every committee of workmen that ever waited on him on the question of hours and wages, that they some day would wake up to the fact that their interests lie in the direction of securing ample protection on their work—get this and the better wages must follow.

LEATHER FACTORIES SACRIFICED TO FOREIGN COMPETITION

Six Canadian Factories Have Closed Their Doors and the Employees Have Been Thrown Out of Work as a Result of Reduction in Tariff on Leather.

CERTAIN leaders of free trade sentiment in Canada have endeavored to create feeling against the manufacturer by accusing him of using the present tariff as a means of undue enrichment, and have sought to show that manufacturing is not in any particular need of protection in this country. Not only are such allegations wholly devoid of fact, but there is indisputable evidence to prove that a protective tariff is still essential to the industrial welfare of the Dominion and that the withdrawal of protection has been the immediate and inevitable cause of business disasters.

A conspicuous example is afforded in the downfall of several flourishing branches of the Canadian leather industry, following the passing of the Albany Treaty of March, 1910. This treaty, it will be recalled, consisted of a series of apparently trifling reductions in the Canadian tariff, by means of which we were able to buy President Taft off from applying, to importations from this country, the maximum schedule of the new Payne-Aldrich tariff. Among other concessions agreed to was a reduction of 2½ per cent. in the duty on upper and fine leathers, bringing it down from 17½ per cent. to 15 per cent. Trifling as it may seem, this small reduction has dealt a staggering blow to the Canadian leather industry, and has forced at least six progressive concerns, employing upwards of 500 skilled mechanics in the aggregate, to close down the upper and fine leather departments of their tanneries, and to surrender the field to their American competitors.

"How is it possible," most people will ask, "that so small a change could be followed by such serious results?" The answer to this question involves a story that makes real interesting reading, and that throws much valuable sidelight on the necessity for extreme caution and thorough investigation before making any tariff change, however inconsequential it may appear on the surface.

Boosting the Price of Hides.

Some few years ago the multi-millionaire packers of the United States—more generally known as the Beef Trust—decided among themselves that they were not getting enough for their hides, so they began advancing their prices to the tanners. Naturally the tanners demurred and said that if the prices were not retained at the old level they would purchase their hides elsewhere. The reply of the packers was characteristic of their doggedly determined way of doing business. "If you don't buy our hides at our prices," they said, "we will go into the tanning business ourselves and force you to the wall." The independent tanners refusing to capitulate, the packers proceeded to put their threat into execution, and straightway there was started a movement in the leather trade, the effects of which are still felt in the shape of higher prices in every corner and hamlet of the North American Continent.

Beef Trust Methods.

The first step in this direction was the erection of huge tanneries in connection with all the large abattoirs of the Beef Trust. The packers said: "We must get our price for hides, and if the independent tanner won't pay it, then subsidiary companies under our own control will. We don't care whether these subsidiary companies pay a dividend or not; so long as they pay us big prices for our hides we can let the profits of the Beef Trust make up for their losses."

But this was only a halfway measure, for the independent tanners were able to buy hides from smaller packers not in the Trust, and that too at prices which enabled them to operate at a profit. So the Beef Trust went a step further; it established buying agencies in all those centres from which the independent tanners drew their supply and proceeded to bid prices up to what the subsidiary companies were paying them. "What does it matter," said the Trust, "if we do lose money for a time by buying hides at more than they are really worth? The profits of the meat business will more than make up for these losses, and as soon as we have forced the independents to close up we can buy up their plants at a few cents on the dollar, and then we will be in absolute control of the situation, and can charge what we like for leather."

And here is where market records, which may be looked up by anyone who is sufficiently interested, furnish convincing evidence of the pernicious activity of the Beef Trust. From 1890 to 1894 hides were quoted at from 3 to 5 cents per pound. Purchases were made from Armour & Co. of No. 1 packer cow hides at $3.50 per cwt. in the early nineties. In 1894 the average price was $4.95. But now the cattle kings enter the field, and their appearance is signalized by an immediate advance in prices. And so steady has that advance been, and so far has it been carried, that the hide which sold in 1894 for $4.95 sold last year for $15.50.

The Inevitable Happens.

In the face of this terrible onslaught from the packers, it was not to be expected that the independent tanners could long survive. One by one during these years of advancing prices they were forced into a corner, where some kind-hearted liquidator put them out of misery by turning their plants over to the Trust at a mere fraction of what they were worth. Merger followed merger in rapid succession, until to-day their formidable array strikes terror to the Canadian tanner, who operates behind a tariff wall that affords him all too little protection.

Here are some of the gigantic amalgamations for whose benefit our tariff on upper and fine leathers was reduced 2½ per cent. The American Hide and Leather Company of New York City is capitalized at $35,000,000. It has absorbed E. C. Cottell & Co., Boston, Walker-Oakley Leather Co., Chicago, J. B Wood & Co., Binghampton, N.Y., E. F. Thompson & Co., Boston, J. P. Crane & Co., Woburn, Mass., and the hide and skin business of Jos. Hecht & Son, New York. This company is also said to control the Minsing Leather Co., Minsing, Mich. and Boston Rapids, Mich., as well as having tanneries at Denvers, Mass., Lowell, Mass., Salem, Mass., Binghampton, N.Y., Boston Spay, N.Y., Rochester, N.Y., Buffalo, N.Y., Malone, N.Y., Manistee, Mich., Cheboygan, Mich., Detroit, Mich., Merrel, Wis., Cincinnati, Ohio, Columbus, Ohio, and Patterson, N.J.

The Central Leather Company of New York is another

monster combine, having an authorized capital of $80,000,000. This concern has absorbed and now operates 150 tanneries, and also controls the Union Tanning Company, which is connected with many tanneries and owns extensive bark lands.

Swift & Company, the big Chicago house, is capitalized at $75,000,000. They have become active tanners, carrying on the immense business at Lynn, Mass., under the name of the A. C. Lawrence Company, which makes a wide variety of fine leathers, patent and goodyear welting. Other leather plants are operated at Harrisonburg, Va., Hazelwood, N.C., Newport, Tenn., and Welland, Tenn. Swifts also own a ranch of 300,000 acres in Texas on which they have 25,000 head of cattle.

Armour & Co. and Nelson, Morris & Co., packers, also have their tanning interests. The former company has seven or eight large plants, and the latter firm has two finely equipped tanneries in Richwood, West Virginia, with a capacity each of 1,200 sides per day. The Nelson, Morris Company, in addition to their two tanneries in Virginia, have similar industries at Westover, Pa., at Salem, Mass., and the Vantassel concern in Dubois, Pa.

It needs no stretch of the imagination to realize that these veterans of industrial warfare, marshalled under the generalship of the Beef Trust, would regard the operation of wiping other businesses out of existence as mere child's play.

A Friendly Conference.

Such was the situation when President Taft swung the maximum tariff club and summoned the Canadian Ministers to a friendly conference at Albany. No one will doubt for one moment that Mr. Fielding went to that conference prompted by a desire to save the country from impending disaster. He knew little or nothing of the propositions that would be submitted to him; he simply approached the negotiations with an open mind, ready to accept anything within reason which would protect the interests of Canadian exporters. And when President Taft suggested among other things that he should reduce the duty on upper and fine leathers by 2½ per cent., it looked reasonable enough to him, as it might to any man who was not in the business and who knew nothing of the precarious situation confronting the leather trade. There is perhaps no one who will not give Mr. Fielding credit for the belief that the proposed reduction would not affect the Canadian manufacturers of this commodity, but that on the contrary it might result in some small benefits to the consumer. So the proposition was accepted and the reduction made effective.

And what was the result? In the fiscal year 1910 the Canadian imports of calf, kid or goat, lamb and sheep skins, dressed, waxed or glazed, from the United States amounted to 195,054 pounds valued at $184,493; in 1911, with the duty reduced from 17½ to 15 per cent., the imports of the leather goods enumerated above amounted to 404,821 pounds, valued at $341,832, an increase in one year of over 100 per cent. A proportionate increase occurred in dressed, waxed and glazed upper leathers, which in 1910 came in from the United States to the extent of 151,236 pounds as compared with 314,107 pounds in 1911. Following this loss of business, as effect follows cause, no less than six Canadian leather factories have been compelled to give up the fight and their plants are now idle if not actually dismantled.

Disastrous Effect of Reduction.

Thus an apparently harmless concession of 2½ per cent. to the United States on this class of leather goods has to date netted us a serious loss in industrial efficiency. Nor are there any compensating advantages in the way of reduced prices to the consumer to make up for this loss. On the contrary the principal users of this class of leather, the boot and shoe manufacturers, have gone on record with the Government as strongly opposed to the reduction on the ground that it will wipe out the Canadian manufacturers, from whom they have hitherto drawn their supply, and leave them dependent on the Trust, which, sooner or later, will force them to pay higher prices. The country therefore has suffered a double loss, both manufacturer and consumer being seriously disadvantaged by what looked on the face of it to be a harmless change.

And what is the outlook for the Canadian leather industry to-day? Anyone who is familiar with trust tactics as applied to the stifling of competition in the United States will not doubt for one moment but that the independent tanners of Canada will be viewed as legitimate prey, to be sacrificed to the voracious appetite of the Beef Trust the same as their American fellows have been.

This view is practically substantiated by one of the members of the Trust who admits that he and his fellows have already cast covetous eyes upon this country. An English buyer in Boston not long ago was talking to one of these leather magnates and the latter remarked in the course of his observations on the tariff situation, "If Canada would only reduce her duties 2 per cent. on all leather we would wipe the Canadian tanners out of business in a year."

Canada Handicapped.

Color is lent to this prediction when we consider the enormous production of leather in the United States. Her total exports of leather and manufactures of leather in 1910 amounted in value to more than $50,000,000. This great volume of business is strengthened and buttressed on every side by enormous by-products which enable the parent industry to operate on the very smallest margin of profits. Besides making fine leathers and tanning hides, the packers of the United States manufacture, as side lines, glue, gelatine, oleostearine, tallow, butterine, sausage casings, fertilizers, soaps and numerous other chemical productions.

It may unhesitatingly be stated that instead of being a time for less protection, the present is decidedly a time for more protection in the leather trade. Already the outstretched hand of the Beef Trust has set its fingers on various places in this country, and is now exerting a powerful influence over the markets of Canada. In Edmonton, Calgary, Winnipeg, Toronto and Montreal thriving outposts are situated, and hides are slowly but surely being bid up to a price where the independent tanner will find it unprofitable if not impossible to do business. These are the interests which would oppose Canadians with the broadside of their invested millions. Leather to the United States Trust is merely a department, a tentacle, as it were, feeling out after substance to feed the main body which gives life to a hundred other departments. To Canadians the leather and tanning industries stand by themselves, and it is only fair that they should be protected against overwhelming odds. They have been and are still quite able to supply the needs of the home market, and as the exigencies of a growing country demand more leather, factory extensions and increased output will follow closely in the wake of that national development.

To sum up, what looked on the surface like a harmless concession has already closed down six plants, has thrown out of employment over 500 skilled mechanics, has impaired if not destroyed an investment of over $1,000,000, and has exposed the consumer to the rapacious demands of a Trust that will never be satisfied. Surely such an example should sober the reckless agitation for free trade, and should open the eyes of every thinking Canadian to the necessity for reasonable, moderate and stable protection as a safeguard to our industrial development.



Manufacturing has Caused Busy Cities to Grow up from Villages.

CANADIAN MANUFACTURING YESTERDAY AND TO-DAY

A Review of Manufacturing in Canada During the Past Twenty-Five Years by F. P. Megan in The Canadian Courier. Some Remarkable Advances and Developments.

A SPECTATOR at the recent aviation meet was complaining of a forty-minute delay in getting the flying machines in the air. His friend reminded him that he had been waiting some thousands of years for this sight, and that a half-hour more or less now should count for little.

Just such impatience as this has driven invention forward step after step with feverish haste. A generation ago grain was cut with the cradle. The method was not dissimilar to that practised two thousand years earlier by Cincinnatus between elections. Plowing was done with a primitiveness that rested on the traditions of the past.

In the intervening years improvements have crowded one upon another. The single plow drawn by horses and followed laboriously by the plowman, picturesque in story but wearied and worn in reality, has given place to the ten and twelve furrow gang plow drawn by a gasoline tractor engine. The cradle has been succeeded by the mower, to be scrapped shortly for the self-binder. The world has moved forward in a generation.

Two decades ago a kindly old man in an Ontario town made his rounds from door to door, with a well-worn carpet bag strapped over his broad shoulders. His coming was almost as joyful an event to the children as that of Santa Claus, for his bag contained a variegated assortment of yarns and stockings and mitts to be displayed with much ceremony and unbounded garrulity. He was the stocking man, and with him the mother who had not the time to knit for her own family placed her order, and from him in the course of weeks or months received his manufactured product.

To-day that town has two knitting mills, whose looms whirr with activity. The picturesque old character has passed away, but in his stead has come a phase of manufacturing which gives to the consumer stockings and mitts at half the price of the old method.

That represents manufacturing yesterday and to-day. Concentration is replacing diffusion, economy is replacing wastefulness. The big factory with its facilities for specialization, for minimizing the overhead charges, for reducing the cost of distribution, has banished forever the primitive methods of a former day.

Development of Primary Industries.

Canada has progressed greatly in manufacturing during recent years. In the number of individual manufacturing plants the Canada of 1881 compared not unfavorably with the Canada of to-day. But that requires an explanation. The census returns of the earlier date credit Canada with many factories. Canada at that time was young and had youthful ambitions to appear big in the world's eyes. Hence the census commissioner told the world that 7,986 blacksmith shops were factories, although they employed only 12,451 men, or less than two on an average for each shop. Over two thousand dressmaking shops were included in the total, although they employed on the average but three hands. Grist mills and cooperage shops added to the proof that figures may tell the truth and then some.

A factory to rank as such now must employ at least five hands. Hence in recent returns the number of factories are reduced by the number of blacksmith shops and dressmaking establishments. But in a period when population was increasing by 60 or 70 per cent., Canadian manufactures made tremendous advances. In 1881 there was invested in manufacturing industries $165,302,623. In 1906, when the last census was published, the investment had grown to $846,585,023. To-day a conservative estimate would place it at $1,500,000,000, a sum which establishes Canada's place among the manufacturing nations. While we have been doubling our population we have increased our manufactures eightfold, as measured by the capital invested.

Nor does this tell the whole story. The output of factories has grown from $309,676,068 in 1881, and this again includes the cost of shoeing every horse in the country, to $706,446,578 in 1905 and over a billion dollars to-day. A bil-

lion dollars is a hard sum to grasp. What does it signify? Consider it this way. The value of the total wheat crop of this Granary of the Empire was, last year, not over one hundred and fifty million dollars. Our manufactures aggregate in value six or seven times as much as our wheat.

The share of expenditure which has gone to employees has increased proportionately. Three decades ago it stood at $59,429,002; in 1905 it had increased to $162,155,578; to-day it does not fall short of $234,000,000. A vast sum to be earned by the artisan class of not more than eight million people.

Canadian Quality is Unexcelled.

At one time in our industrial history the word "imported" had a magic ring. The retailer used it indiscriminately, the



A Steel Plant Down by the Sea.

wholesaler with somewhat more discrimination, and the manufacturer, well, even he was compelled sometimes to refer to his New York brands or his French odors. The confidence which is characteristic of the Western Hemisphere has swept aside, among other things, the sacred "imported" shibboleth. A people, we have come to think, who could project and build the C.P.R. through thousands of miles of wilderness and mountains, can build an automobile, and the erection of Niagara power plants presupposes an ability to construct a motor.

With a fine courage Canadians set about making for themselves what they had formerly purchased from abroad, and no feature of our industrial progress during the past quarter of a century is more noteworthy than the increasing breadth of range of our manufactures. At the beginning of our industrial era we had made some progress in the natural primary industries. There were grist mills to grind the grain, saw mills to cut up the timber, small woollen mills to supply the local needs. The blacksmith shop, the brickyard and the foundry about completed the cycle.

An occasional touch carries us back into the dim past and suggests the narrow band that separates us from the preceding centuries. A quarter of a century ago Canada boasted of sixteen spinning wheel factories. We have now the Hewson Woollen Mills, whose product is known from coast to coast, the Dominion Textile Company, the value of whose output is reckoned in the millions, and a carpet manufacturing company, which will this year turn out over seven hundred miles of carpets. The spinning wheel has gone the way of the candle and the scythe. It will soon have a place in the museum of antiquities.

A Generation in Steel Making.

Of the larger industries which have practically come into being within recent years none is more outstanding than that of steel and iron. The progress of a nation, someone has said, may be judged by its consumption of steel. A generation ago our annual production amounted to about one million dollars. Twenty-five years later it was fifty-two millions, and this year it will run close to seventy millions of dollars. The basis of protection to steel and iron has been bounties on output. Hon. Mr. Fielding has stated that the increase in customs receipts at the steel ports as a consequence of the establishment of these industries more than covered the bounty payments.

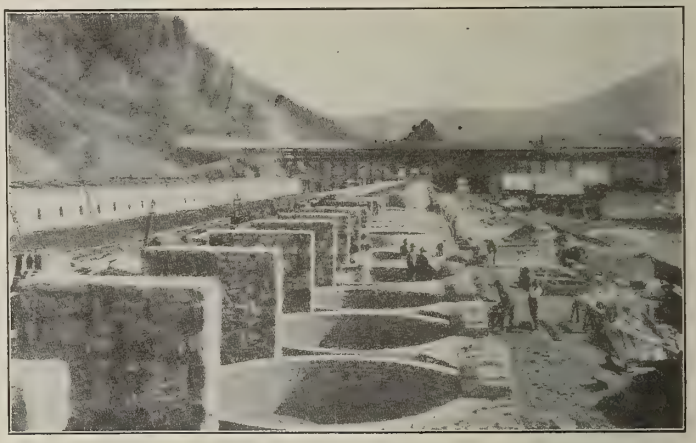
At the same earlier period portland cement was practically unknown as a Canadian product. By 1905 the production had grown to $2,271,002. Last year it jumped to $6,414,315, or an increase in five years of about 200 per cent. And concrete construction is in its infancy in Canada. The next few years should see a yet greater growth in this industry. The process of ousting foreign cement from the Canadian market is worthy of notice. This is the way it has worked out:

Calendar	Canadian.		Imported.		Total
Years.	Barrels.	Per cent.	Barrels.	Per cent.	Barrels.
1905	1,346,548	59	918,701	41	2,285,249
1906	2,119,764	76	665,845	24	2,785,609
1907	2,436,093	78	672,630	22	3,108,723
1908	2,665,289	85	469,049	15	3,134,338
1909	4,067,709	97	142,194	3	4,209,903
1910	4,753,975	93	349,310	7	5,103,285

To take one more example from among the large industries, consider pulp, which in 1880 was manufactured to a value of $63,300. Over fifty mills are now grinding up the timber, in 1909 using over six hundred thousand cords of wood and producing pulp to a value of $9,230,687. And the pulp and paper industry of the future is ours, if we refrain from burning all our forests. The "if" is a mighty big one.

Improvements in Products.

These are some of the natural developments of our earlier efforts. There are others which have followed fast upon invention or have risen to meet a new demand. A generation ago men of ample wealth toured the country ostentatiously on high-wheeled bone-shakers. Their prototypes now choose a motor car from any of a dozen manufacturers in Canada.



Manufacturing is not Confined to One Section. These Coke Ovens are in British Columbia.

Science then had not yet turned the magic current to commercial uses. To-day the Canadian General Electric Company at Peterborough, the Canadian Westinghouse Company at Hamilton, and a score or more other plants throughout the country have difficulty in keeping up with the demand. Twelve million dollars will scarcely cover the output of electrical apparatus from Canadian factories this year. While the Standard Oil Company was sweeping aside competition at home and monopolizing trade abroad, a group of capitalists in Toronto entered the field, with the result that no better equipped oil refinery exists on the continent than that of the British-American Oil Company. To enter the lists against the company which brooked no rivalry required courage. To win out in the contest proves ability.

Austrian women formerly made our pearl buttons; now

they are made by Canadian labor. From Germany came our knitted goods; they are now produced here. The United States was the source of our shoes; to-day 90 per cent. of them come from our own factories. England supplied us with all our cottons; now we have mills of our own.

Self-sufficiency has been our aim. Wherever we imported an article which could be made at home some one was ready to take the chance. Canada has had its share of industrial fatalities. But the optimism of youth has ever impelled another pioneer to push on where the first had failed. In the earlier stages lack of capital and a small market dashed many a bright hope of smoking chimneys and flying wheels. Manufacturing has had no easy road to travel in Canada. With a total population somewhat less than the State of New York, scattered over a territory larger than all Europe, and with consequently heavy charges for selling and distribution and the many requirements of a diverse people, discouragements in the early days were many and great. Mills, the windows of which are boarded up, plants whose wheels no longer turn, these are the tomb-stones of misplaced confidence. They mark the casualties of over-buoyant hopes or unfair competition.

Protection Made Industries Possible.

But with the aid of a moderate protective tariff a sound industrial system has gradually grown up. That the tariff was not prohibitive is shown by the amount of imported goods which compete with the native product in almost every line. Manufactured goods to a value of $71,781,656 were imported last year. That it was not excessive is shown by the fact that the cost of manufactured goods has not increased materially to the consumer. The recent investigations of the Department of Labor at Ottawa proved that while the cost of farm produce had increased in twenty years by approximately 50 per cent., the cost of manufactured goods had increased in the same time by a mere 4 per cent. Those who will compare the stove of twenty years ago with the stove of to-day, or the sewing machines of the two periods, will wonder, not at the increase in cost, but at the marvellous advance in usefulness and efficiency.

We are no longer a purely agricultural people. Our problems are those of the city as much as of the country. Four hundred and fifty thousand people earn their bread directly in our factories. At a reasonable computation two millions are dependent upon manufacturing for their livelihood. Villages which were little more than a corner store and the post-office have become active centres of life, making possible the establishment of adequate educational institutions and the spread of the luxuries and advantages which urban settlements alone develop. Foreign capital has been introduced for the development of our resources. Over $226,000,000 has been invested in Canadian branches of United States factories. The latent wealth of the country has been brought forth to feed the factories with raw material. Opportunities have been thrown open to those whose talents lie in skill of hands and sureness of judgment. A generation has broadened the outlook of Canada.



The Steel and Iron Industry has Grown in Twenty-Five Years from an Output of a Million Dollars to that of Seventy Millions.

HOW TO REDUCE RISKS AND RATES ON MILLS*

By Mr. E. P. Heaton

Some Practical Suggestions for Minimising Losses by Fire and Decreasing Insurance Costs. An Address Delivered at Annual Convention of the Canadian Millers' Association in Toronto.

THIS is a very practical subject and I propose to treat it in a very simple manner; that I conceive to be your wish. The whole subject of fire insurance is hedged around with mystery and technicality, and it would be comparatively easy for me to bore you with an address that would not only leave you little, if any, wiser, but that would expose me to the deserved maledictions usually expressed, but more often thought, of those set down as "Bores."

Before entering into any detailed consideration of the subject I would like to set down a few trite generalities which will clear the atmosphere and enable us at the outset to understand each other:

1. That which is destroyed by fire represents money and labor utterly and irrevocably lost. It constitutes a tax for which no value is received; by so much is the National wealth depleted. The fire waste of the United States and Canada averages for the last five years two hundred and fifty millions of dollars per annum, over five hundred dollars per minute; per capita it is eight times as great as the average per capita loss in European countries; In the aggregate it represents a destruction of property much in excess of the combined total of the four great nations of Europe. We are in this respect the most prodigally wasteful of all civilized communities.

2. Fire insurance is merely commercialized charity; it is a contribution from the many for the benefit of the few who suffer, and because of its commercialization, its administrative cost consumes over three dollars for every ten contributed to the common pot.

3. All insurance is mutual in its essence in that the Companies must of necessity recover from the people losses paid of whatever magnitude, the expenses incidental to the business, and a fair profit for the capital invested. Until a comparatively recent period the accepted doctrine of the insurance companies was:

"We have nothing to do with improving risks or lessening fires, it is our duty to pay claims and make a fair profit on the business as "we find it."

The tremendous, may I say utterly deplorable, fire waste has stirred up the whole nation, including the insurance companies, and there is now no more potent force exercised in the suppression of the waste than emanates from organized and unorganized insurance.

4. The first evidences of growing interest or change of sentiment on the part of the insurance companies was shown by the adoption of what is known as "Schedule Rating" the most practical effort so far put forth to accomplish two objects:

First, the co-relation of premiums to losses by classes of risks; and, second, some degree of fairness in the promulgation of rates on risks of the same class.

Let me say, with a due sense of appreciation of what the statement involves, that organized insurance has not yet reached a proper appreciation of its opportunities for establishing justice and fairness to classes of risks or to risks of the same class, nor will it do so until all companies contribute carefully and uniformly compiled statistics which will afford reliable data as to values and results of a given class of business over a definite term. So far as I am aware the insurance companies, say for example, those forming the Canadian Fire Underwriters Association, have never yet based a rate upon the actual, definite, ascertained experience of a given class of risks, and until this is done more or less guess work, with its attendant inconsistencies, must inevitably continue.

Now, you are ready to ask what is the bearing of these generalities on the working out of the subject of this address and I think I can answer that in two sentences:

1. That as to the mills and risks in which you are interested, the insurance companies expect you to pay all the losses incurred, all the expenses, and their profit, in other words all the traffic will bear.

2. That the established rates not being based upon actual experience are more or less guess work and cannot therefore be altogether consistent.

Talking to men representing very large interests in a staple which has made Canada famous the world over, I realize that you know more about your business than I do, yet I humbly ask you to bear with me while I open out one branch of your business to which perhaps I have given more attention than you yourselves have.

It is a far cry from the rude savage whose mill consisted of a flat stone between his knees, and a round one with which to pound thereon, to the 5,000, or more, barrels per day mill of the present. In the evolution many hazards have been introduced, and these have contributed in no small degree to the rates charged by the insurance companies. It would doubtless be interesting to compare the difference between the common type of country flour mill of a capacity of from 50 to 100 barrels per day and some of the modern structures which have been built in recent times in the Provinces of Quebec and Ontario; much might be said of the differences in construction, distribution and protection, but time forbids me to do other than say that the wonderful development constitutes contrasts of so marked a character as to offer an insuperable difficulty to a comprehensive review in the time at my disposal. The big man with the big modern mill is too big to listen to us; the small man with the small mill is too hopelessly insular to care to do so. My remarks are, therefore, addressed to the average miller, with the average mill, yet I would fain hope that in them the big man and the small man alike may not fail to find something of interest.

I have still two matters of a general nature to speak of ere I specifically answer the question how risks and rates can be reduced, and both have an indirect bearing upon the subject. They are competition and mutual insurance.

*An address delivered before the annual convention of the Canadian Millers' Association at Toronto, August 31st, 1911, by E. P. Heaton, Manager, Insurance Department, C.M.A.

The Place of Competition.

By competition I mean, of course, the use of what are commonly known as non-tariff companies. While most of the strongest and best companies are allied in an association they have no individuality of judgment, and are bound not to accept risks at less rates than fixed by their rating officers; there is a fair market in companies not so tied up, and one can almost always depend upon receiving better rates when the two classes of companies are brought into competition. It is not my business here to advocate one class or the other, but I think it is my duty to tell you that an immediate saving in rates can be effected, apart from any other consideration, in this way. In passing I cannot resist the remark that the non-tariff companies as a whole are not making any serious effort to tackle the problems of risks and rates in a practical or systematic way, and they are thereby missing an important function and service to the insurance public.

Flour mills in the Stock Fire Insurance Companies are rightly or wrongly believed to be bad risks; many of the tariff offices do not write them at all, and it will be within the recollection of many of you that if insurance could be obtained in companies forming the Canadian Fire Underwriters Association it was only at rates that were practically prohibitive. History repeats itself, and as the textile men of New England half a century and more ago were driven to the formation of mutual insurance associations, which have developed into the system universally known and appreciated as the "New England Mutuals," so the flour mill men were driven into the formation of Millers' Mutual Companies, which, in their sphere, are rendering equally effective and economic service to the millers of the country.

I have already told you that all insurance in its basic principle is mutual, and men in similar lines of trade or commerce, associating together for the common purpose of securing insurance at cost, stand every chance, and as history shows, more than a passing chance, of effecting a material saving in their outlay for this necessary protection.

Beyond briefly indicating this means of lowering the insurance cost I cannot go, yet ere I leave the point I think in duty I should, without any apology, interject an individual reference. There is probably no better illustration of the successful development of a mutual insurance company on a special class of business than is to be found in the Canadian Millers' Company, of Hamilton. This may be due in some measure to the men who have stood at its back since 1878, and also perhaps to the personality of my old friend, Mr. Seneca Jones. To whatever its success may be attributed (and I think even the stock companies admit that it has been successful), the millers by it have certainly helped to reduce their fire tax, and in so far as it has served a good purpose it is entitled to continued support.

It is singular that on a class of risks that the stock insurance companies claim demands high rates and out of which they are even then unable to make a profit, the mutual companies have all met with marked success and are returning dividends to their policyholders of from twenty to fifty-five per cent per annum.

Improve Risks.

I have in a very superficial manner indicated two general incidental ways in which the insurance cost may be reduced, and while neither may be regarded as satisfactorily dealing with the subject they have probably opened the way for a more specific consideration. Unquestionably the most direct and effective way of reducing rates is in improving risks; in other words, remove the causes and limit the area and values exposed to one fire and rates must inevitably have a downward tendency. Before we can apply this principle let us see what can be learned from available statistics. You will please remember, however, that information at the best as to the causes of fire in flour mills is limited and not altogether reliable.

From statements published by the Millers' National Insurance Company, of Chicago, and the National Fire Protection Association, of Boston, I am able to obtain reports on 546 (flour and cereal) mill fires that have occurred in a period of about ten years, and I presume these may be accepted as reasonably accurate and fairly typifying the whole class. At all events, an analysis will doubtless be of interest to you as it will also enable me to discuss this branch of the subject in something like logical sequence.

Power used:—

Water and steam auxiliary	35	or	6.41%
Water power	89	"	16.30 "
Steam power	410	"	75.12 "
Electric	4	"	.72 "
Gas, etc.	8	"	1.45 "
	546		100.00%

Of the 546 fires 310 are traced to a clear and definite cause; 236, after the usual investigation, are placed in the column of the great "unknown." What a field there is in this startling conclusion for a vivid imagination! Nevertheless we must be satisfied with the information obtained as a result of classifying ascertained causes in 310 cases.

Risks using machinery for manufacturing have elements of danger within themselves all in common; as, for example, that which arises from the use of power, heating, lighting, incendiarism, lightning, and so forth. On the other hand, each class of risks has one or more hazard peculiar to itself; as, for example, a picker in a woollen mill, gasoline in an automobile works or garage, cleaners, driers, grinders, etc., in a cereal mill, and so forth; hence in an analysis of causes of fires it is always customary to divide the same into two general subdivisions; these are shown in respect of flour and cereal mills as follows:

Common Causes:—

Lightning	50	or	16.1%	of the whole
Exposure	38	"	12.2	" "
Power	35	"	11.3	" "
Sparks from locomotives and smoke stacks	26	"	8.4	" "
Incendiarism	20	"	6.4	" "
Heating	13	"	4.2	" "
Friction in belting	9	"	3.0	" "
Sundry common causes	12	"	3.9	" "
	203		65½%	

Special Hazards:—

Friction in elevator heads, boots, separators and rolls	37	or	11.9%	of the whole
Spontaneous combustion	26	"	8.4	" "
Grain cleaners	22	"	7.1	" "
Grinding mills	10	"	3.2	" "
Driers	8	"	2.6	" "
Dust explosions	4	"	1.3	" "
	107		34½%	
	310		100%	

It is obvious from this statement that the causes of fire which have contributed to what is generally stated to be a bad class of risk, are in the majority of cases (65½%) those common to all risks and not those inherent or peculiar to flour and cereal mills, a conclusion that I am free to admit

places an entirely new aspect on the situation. It is certainly contrary to the accepted theory, but the weight of evidence being in its favor, we must accept is as a true showing.

Basis of Rate Making.

Before we can see what this statement teaches, it is important you should have clearly in your minds the basis upon which the underwriters determine their rates on individual risks. I have previously referred to their rating schedules as the nearest approach to an honest effort to establish square dealing between classes and risks, but what are these schedules you ask? They are made up of a large number and variety of items and naturally group themselves around four pivotal points:—

First—A fixed rate for the occupancy of the risk upon which, like a foundation stone, the fabric is built.

Second—The items governing elements of construction and which correspond to the "Common Causes" column in the fire tables.

Third—The items governing the hazards peculiar to the risk and corresponding to the "Special Hazards" column in the fire tables.

Fourth—Items of credit for private and public fire protection.

These four general divisions apply to all classes, including flour and cereal mills.

Now let us go a step further. We will take each of these general divisions in turn and consider them in relation to the causes of fires; as we go along you will find the answer each of you may be looking for as to how you can reduce your rate.

Occupancy Charge—The basis charge for flour mills is 1½ per cent. and for cereal mills 2 per cent., and like the laws of the Medes and Persians it alters not; whether it is reasonable and just or not is one of those things no one can positively state. To appreciate the point of view of the Canadian Fire Underwriters' Association and as a matter of interest let me give you the corresponding charge for a few other well-known classes of risk:

Boot and shoe factories	½ %
Canning factories	¼ "
Biscuit and confectionery factories (both processes combined)	1 "
Machine shops	¾ "
Pork-packing houses	½ "
Furniture factories	2 "
Planing mills	2½ "

You thus get a line on the view of the Canadian Fire Underwriters' Association as to the character of flour and cereal mills compared with some other leading classes and you are at liberty to draw your own conclusions therefrom.

Rates Common to all Risks.

You will now require to have a little patience, as consideration must necessarily be given to more or less detail following the causes of fires in the tables already presented. I will deal with them in order and as briefly as possible.

Lightning.—Every sixth fire is apparently caused from this natural and almost uncontrollable element, and as there is no specific charge for the hazard it must be assumed it is a factor in determining the occupancy charge. It is evidently a cause applicable to the flour mill class of risk more than to any other, and the better the element can be brought under control the sooner will the occupancy charge be lowered. He would, however, be a rash man who would attempt at this particular time to say how this can be accomplished.

Exposure—This, of course, refers to fires in mills that have been communicated from adjoining buildings, and one fire in eight is attributed to this cause. We have here at once a suggestion for better construction. The majority of country mills are of frame, and flimsy at best, and often mansard shingle roofs, an open stairway from the bottom to the top, numerous vertical openings, and single inch floors; these are all penalized defects which in the aggregate add from 1¼ per cent. to 1½ per cent. to the rate. Much of this extra charge might be saved under judicious advice and not at an exorbitant outlay. I commend this as a profitable direction in which to look to accomplish the subject of this address.

Power—At one time in the history of milling, water power was used almost altogether, but upon the introduction of the steam engine prosaic boilers replaced poetical water wheels until at the present time water power mills are not common except along large and swiftly flowing streams. The majority of present day mills are operated by steam power, but since the gas and gasoline engines have become perfected these have, in numerous instances, taken the place of boilers and engines, especially in smaller country mills. Although not used actively, in most cases the boilers still remain in the mill as an emergency source of power.

The general arrangement of steam power in the country mill is as follows: Horizontal boilers encased in brick, but generally unarched, with metal stack through combustible roof, set in a one-storey brick, frame or frame iron-clad addition, communicating and adjoining and seldom if ever wholly cut off.

Defective arrangement of the power plant, and in this I include the absence of drip cups under bearings, may be responsible for an increased rate of from ½ per cent. to 1 per cent., and I think I am within the mark in saying that at least one-half the mills in Canada are penalized from this cause, and at trifling cost might make distinct and important saving in their insurance cost. Defective power arrangements are responsible for one fire in nine.

Sparks from Locomotives and Smoke Stacks—From this cause we get one fire in twelve. The use of "wired glass" in skylights, or arresters on smoke stacks where certain kinds of fuel are used, and wire gauze screens over windows exposed to the sparks from passing locomotives, might be used with advantage; the actual direct saving that can be offered for this improvement is not large, but if by precautions the fatality list can be reduced, the effect will be seen in the basis or occupancy charge.

Heating—Only one fire in twenty-five is traced to this cause, but I am inclined to think if the 236 unknown fires could be traced to a definite origin a much larger percentage would be proved. Steam pipes too close to woodwork are a much more prolific cause of fires than most steam users believe; it is hardly credible that stoves or open flame of any kind are at this date tolerated by any miller. Defective heating arrangements are penalized from 2½ cents to 50 cents, and the average miller might well enquire if this is one of the contributing causes to his high rate.

Special Fire Hazards.

So much for the common hazards, which you will understand I have only treated suggestively; it is impossible to give thereto more of time or detail. Let me briefly indicate the *Special Hazards* in the same relation:

Friction in Elevator Heads, Boots, Separators and Rolls—You will notice that three separate classes of fixtures or machines are grouped under the heading of "friction," and you will please give the word the broad interpretation that includes overheated bearings, choke of stock, and so forth. These special flour-mill fixtures and machines are, of course, absolutely necessary, and the Underwriters' Association penalize them to the extent of a minimum of 20c. per cent., charging 2½c per cent. for each additional machine over two. This charge you cannot escape, but if you find extras are

being charged it would be well to enquire whence they come, and if you find they are due to non-standard types of machines, to unhoppered elevator heads, to the absence of release valves on closed conveyors, know that for each of these your rate is increased 10c. per cent., and apply the remedy.

While there is no record of fires from electric bleachers the Underwriters' Association imposes a charge of 25c. if the process is carried on in the mill. I imagine there are very few mills using this process in Canada, but I mention the point lest perchance someone may miss the hint to whom it should otherwise have been given.

Spontaneous Combustion—To this special hazard is attributed one fire in twelve; possibly a number of fires are attributed to this cause because it is not known to what else to attribute them. A large proportion of the fires caused by special hazards in flour mills and elevators are attributed to spontaneous combustion. Probably a number of fires not caused by spontaneous combusion are so classified because it is not known to what else to attribute them. However, it is certain that a spontaneous combustion hazard of considerable magnitude will always exist in grain handling and working plants, and too great care cannot be exercised in connection with the storage of raw materials and finished products and the prevention of dirt and dust accumulations. Green or improperly dried grain subjected to pressure, dampened feed stock, screenings, gluten feed stock, and grain and flour dust, mixed with oil from bearings, have all been known to produce sufficient heat within themselves to cause destructive fires.

Grain Cleaners—According to the record one fire in thirteen arises from this class of machinery. We might have assimilated, and perhaps I more properly should have done, to the paragraph dealing with friction in the cleaning machinery. With the information at my disposal I cannot intelligently discuss the reason for separating fires caused by friction and from other causes, but as it has no bearing on rates I will leave it to the practical men before me to make the best they can of the statement of fact.

Grinding Mills—The same conditions apply under this head as under the last, and I pass on.

Dust Explosions—Flour and wheat dust when in a settled state are comparatively harmless, except that they aid in the clogging of shafting and heating of bearings, but when mixed with air in the proper proportions they become highly explosive. Of the two, wheat dust is the more dangerous when exposed to flames, especially if of a considerable age, as old dust seems to undergo a chemical change whereby it acquires explosive properties not possessed by a new dust. It is certain that unless the dust from cleaning and milling machinery is carefully collected and disposed of, a grave dust explosion hazard is engendered.

With the introduction of the roller process of milling, with its numerous machines for reductions, there came a great increase in flour dust. Purifying and aspirating machinery, distinguished by the employment of air in rapid motion, keeps vast quantities of fine dust constantly in suspension in the air. At first attempts were made to blow this dust into rooms provided for the purpose, but this process was more or less ineffectual, much dust escaping removal or finding its way back into the mill. When, after a time, a number of disastrous explosions had occurred in mills employing improved methods, it was discovered that fine flour dust was the cause. Efforts were at once made to replace dust-rooms by some better device, these efforts resulting in the machine known as the dust collector. This machine has been so valuable in disposing of dust that dust explosions are no longer frequent, and as a matter of fact only one fire in sixty-six is traceable to this cause.

How Cost is Increased.

It may be that some of you are caught wtih the old-fashioned dust room in your mills and if so you are adding to your rate from 10c. to 25c. per cent. It may be worth looking into this point.

Ere I leave this branch I would mention the special charges incidental to special hazards of cereal mills. The underwriters' charges are as follows:

Corn sheller in mill	25c.
Choppers—plate machines	15c.
Choppers—if in basement or attic	25c.
Kilns—if in mill or not properly cut off	25c.
Kilns—if not standard and in mill	50c.

The mere indication of these may possibly suggest to some of you causes that contribute to your high rate and may lead you to make further enquiries.

This brings me to the last of the four elements of rating, viz.: *items of credit for private and public protection*, and I am sorry I have not more time to give to it. The Rochester Chamber of Commerce recently issued a most valuable and interesting bulletin on the subject of the fire waste and how to remedy it, and from this I wish to quote a phrase that burned itself in my memory and that I would blazon in deepest red on a sign to hang before every property owner, "*Every fire is the same size at the start.*" You catch the idea, don't you?

The majority of flour and cereal mills are poorly provided with both inside and outside protection. The larger mills, of course, are generally equipped with as much inside protective apparatus as is practicable, but the greater proportion of mills are of the country type, and these as a rule are very poorly protected.

Special Fire Protection.

Sprinkler equipments are installed in many of the larger mills, but because of the nature of the milling risk, sprinklers are not as efficient in the protection of flour and cereal mills as they are in safeguarding special hazard risks in general, Sprinkler apparatus, very effective in the general class of risk, is not of great value as an extinguishing agent in flour and cereal mills because of the poor conditions which prevail for its installation. The many vertical openings due to spouting, elevator legs, belt holes, passenger belt elevators, stairways, etc., the high combustibility of mills because of inferior construction and dust-covered walls and ceilings, the presence of air draughts and large floor areas, present conditions which render flour mills impossible of full and complete sprinkler protection. Dust explosions constitute a grave menace to sprinkler equipments, as it is a common experience for the flames to explode dust which shatters the system so that it is inoperative before the sprinklers have an opportunity to extinguish the fire. When sprinkler systems are installed it is important that sprinklers be placed in all elevator heads and as close together as possible without interfering with the operation of one another.

Standpipe and hose systems, when properly installed and maintained, are considered to be very good protection in milling risks. They may generally be found in all mills located in towns which possess waterworks, but installations are generally below standard and hose is not regularly tested and kept in good condition. You may save 10c. per cent. if you are in a position to install this means of private protection.

Chemical extinguishers are seldom found in flour mills, casks and pails being used instead. In fact, the cask and pail installation is the miller's greatest protection against fire, and nearly all mills have them. You should also save 10c. here.

It is almost impossible to find a country mill that employs

a watchman who is under the supervision of a clock. The majority of the larger mills, of course, have standard watchmen's clock services, but the smaller mills usually have no one who patrols the premises at night, and when a watchman is employed no check is put upon him. You may by this means save from 10c. to 22½c. per cent. Remember over 70 per cent. of all fires occur at night.

Whitewash and fireproof paint are quite commonly used upon the walls and ceilings of mills, and serve as excellent fire retardants, and the use of either will help to reduce your rate. Cans for oily waste will save you 5c. per cent.

For your patience I am grateful, and when I tell you that in the rating schedule of the Underwriters' Association there are over two hundred items that enter into the making of a rate on a flour and cereal mill you will understand how difficult it has been to avoid tedious detail on the one hand, and too much superficiality on the other. I hope you will use the thinking machine nature has endowed you with and do your own sifting, appreciating the fact that all I have tried to do is to set that in motion.

THE WEST INDIES AND SOUTH AMERICA.

Attention of the business men of the United States is being fixed more and more on the Latin-American countries. There a trade has grown up in recent years that would be incredible were it not placed before us in trade reports. In a recent speech in Congress Chas. B. Landis said in part:

"By the Republics of Latin America I mean Mexico and the Republics of Central America, the Republics of the West Indies and of South America—twenty of them in all—the most inviting field for business conquest on the face of the globe. In my judgment the time has come for the people of the United States to make a specialty of Latin America. Many people do not know that those countries are carrying on one-third of the trade of the Western Hemisphere. They had a foreign trade last year of over $2,000,000,000, the balance of trade in their favor being $228,000,000.

These twenty Republics from now on will challenge the prosperity of the world. How many members on this floor know that Brazil is larger than the United States, or that we could place this country within her area and have enough left to contain the German Empire? Do we realize that Rio de Janeiro, a city of over a million people, has spent more money in public works in the last year than any city in the United States outside of New York? How many people here know that the city of Montevideo is spending $10,000,000 on her harbor? How ignorant our people are on the real status of Argentina among the nations of the world.

"We are looking to China and Japan for foreign trade, and we do well, but Argentina has a greater foreign trade than either Japan or China, with a total population of but six million. Buenos Ayres, her capital, is the largest city in the world south of the Equator, and is growing more rapidly than any city in the United States with two exceptions. Among municipalities, Buenos Ayres is considered one of the wonders of the world, and has spent $40,000,000 in improving her docks and wharves.

"Who knows anything specific about the west coast of South America. Last year that trade amounted to $300,000,000. They expect to spend $60,000,000 on their harbors in the next ten years, and in Valparaiso alone they have contracted for harbor improvements to the extent of $20,000,000. China, Japan and European nations are cultivating South America. They know that that is the most promising field of the future. There is not a citizen in the United States with a bank in all South America. Other countries have dotted that continent with banks. Foreign nations, having control of the seas, seem to have established swift communication everywhere except between the United States and South America."

Great Britain has the lion's share of the business of South America at the present, as much because of the past aggressiveness of Britishers in seeking out markets for their products as because of the enormous advantage they enjoy in shipping facilities. The United States ports are now provided with ample steamship connections, although the boats seldom fly the United States flag.

Canada is only now becoming alive to the trade possibilities of these republics, and our sister states of the West Indies. So far we have not been dealing direct with those countries. For instance, Canada imported for the last fiscal year from the United States over 1,445,000 bunches of bananas and not one of those was grown in that country. American or other foreign ships carry those bananas from the Latin American republics and British West Indies to American ports to be carried by American railways to the Canadian markets. Many of those bananas are bought in the open market in the tropics for twenty-five cents a bunch; they are admitted to Canada free of duty, and the consumer here knows well what they cost him. An average cargo for a steamer is 30,000 bunches, which means that enough bananas were imported to load forty-eight steamers that should have entered Canadian ports during the year. It is no argument to say that bananas will not stand water transportation for that distance or that they could not be handled in winter by that route, for they are being constantly carried in cargo lots to the English market under like conditions. Greater knowledge of the West Indies and the Latin American Republics of the south is essential. Canadians cannot afford to be ignorant of these markets.

A CHANGE IN NAME.

We understand that The Linde British Refrigerator Co. Limited (of Canada), which has carried on business in Montreal for the past 16 years under the above style, is about to change its name to The Linde Canadian Refrigerator Co. Limited.

In making this change in their name and style the firm desire to emphasize the fact that they are a Canadian firm, manufacturing in Canada, and have no connection with any concern outside of Canada operating under a similar style. There is no change in the personnel or output of the firm.

A CRITICISM OF SOCIALISM.

At a time when socialism in its more objectionable forms is forcing the hands of governments and individuals it is refreshing to find a vigorous protest against its excesses and vagaries from one of ripe years and wide experience. This is found in no uncertain words in a book just published by Robert Larmour, under the title of "The Impossible Vagaries of Socialism." Mr. Larmour exposes the inward tendencies of a movement which if allowed to continue will undermine law and order and bring about chaos. He shows that socialism is incompatible with religion; that industrialism could not endure under its regime, and that it would, to use the words of President Butler, "wreck the world's efficiency for the purpose of redistributing the world's discontent." Mr. Larmour's book is not one that can be synopsized. It is condensed now into a short and pointed criticism of the system. Students of social science and economics will do well to study the conclusions of one who has made a long study of the subject. Published by Robert Larmour, Stratford, Ont. Price, 50 cents.



Structural Steel of Roof in New Oliver Factory in Hamilton.

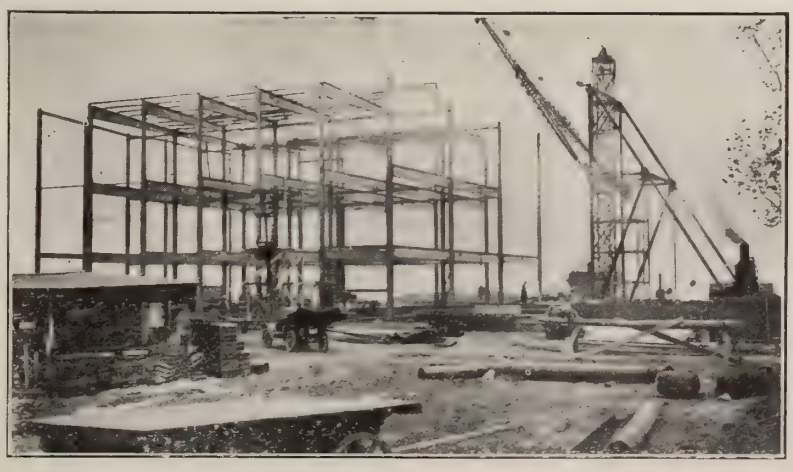
IMPORTANT STRUCTURAL WORK IN PROGRESS

Buildings are Being Erected in Canada Which a few Years Ago Would Have Filled the Older Nations with Wonder. Development of Steel in the Construction of Big Buildings. Some Structural Work Now in Progress.

WE have got into the habit of doing things in a big way in Canada. Our illustration shows the work in progress on the new Canadian Pacific station and office building in Montreal.

The future home of the C.P.R. will have a frontage of 493 feet on Windsor street, 550 feet on Osborne street, and 175 feet on St. Antoine street. The rest of St. Antoine street and Mountain street, between St. Antoine and Osborne streets, will be occupied with trackage and other plant. The ground uoor area of the station will be 77,000 square feet and the whole area of the building will be 450,000 square feet.

Montreal has several ten-storey buildings, but this will be the first real tendency towards sky-scraping. It will have three heights at different corners. At the corner of Osborne and Windsor streets it is 69 feet; at the corner of St. Antoine and Windsor, 120 feet; while the tower, which is situated a short distance north of that corner, will rise to a height of sixteen storeys, or 214 feet above the pavement. While not all working under this roof, there are 12,000 people residing in Montreal who are in the employ of the C.P.R. The first C.P.R. station with offices in Montreal was erected in 1889. The present undertaking is the fifth extension to the company's terminal accommodation in Montreal, and will make this the largest and most complete railway headquarters in Canada. The last rivet was driven on the steel work at the top of the new tower a few days ago. The steel frame was manufactured and erected by the Dominion Bridge Company. Over 5,300,000 pounds of steel have been put into the structure. The stone facings have been built up to the fifth floor, while the concrete flooring is being put in at a rapid rate.



Steel in Position for Oliver Factory in Hamilton.

The main entrance to the present station is on Osborne street, west of Windsor street. Alterations will be made so as to have the entrance at the corner of those two streets. There will also be a

main entrance at the corner of St. Antoine and Windsor streets. Entering from the St. Antoine corner the main floor may be reached either by two large elevators or by marble stairways on either side of the doorway. These will give direct entrance to the "concourse" on the upper floor, which will be 350 feet long and 60 feet wide. The new general waiting room will be 130 feet by 60 feet, and 26 feet high. The ladies' waiting room and retiring rooms will be large and elaborate, with nursery, and both free and pay toilet parlors. The dining room accommodation and culinary facilities will be of most modern and approved plan and equipment. There will be a total of eleven elevators in the building.

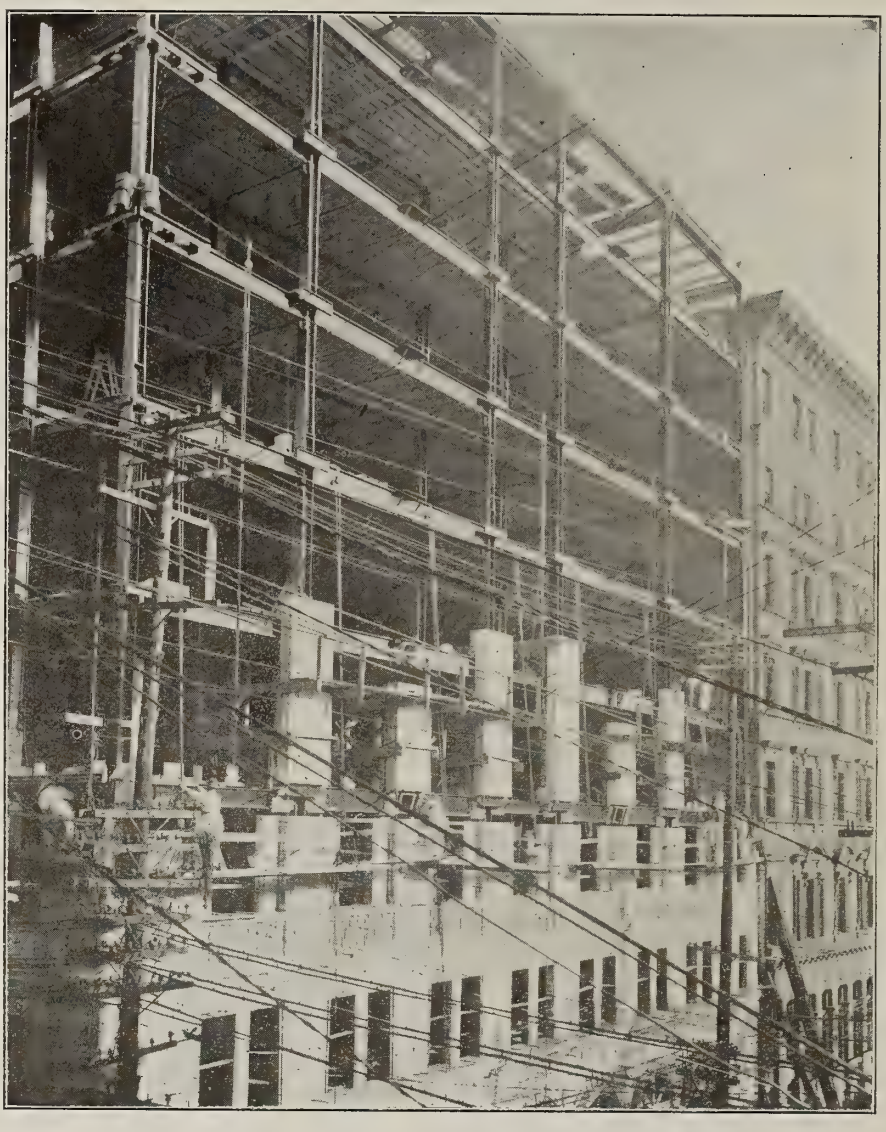
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Construction work has gone on at a rapid rate on the new Transportation Building in Montreal. Work was commenced on the site on May 3rd. The photograph reproduced herewith shows the state of the building on the first of August. It is now expected that the building will be completed by next February, or three months in advance of the time originally set. P. Lyall & Sons are the contractors.

The Transportation Building is of steel and concrete construction, and will cost a million dollars. In appearance, size and equipment it will set a new standard in office buildings for Montreal.

* * *

Manifold are the uses of steel. In no sphere has its use been developed so extensively as in construction work. In this issue we show a number of typical buildings in which steel is used for the skeleton. Of one type no better example could be chosen than the factory building, shown in different stages of erection, which is illustrated herewith. The plant is that of the Oliver Chilled Plow Works, the steel work of which was fabricated and erected by the Hamilton Bridge Works Company. The building is 370 feet long, by 120 feet at its widest point. It is three storeys high and the roof is, like the rest of the building, of steel construction. The floors are of reinforced concrete and the walls are brick. When the building is completed there will be nine hundred tons of structural steel in it, exclusive of the reinforcing material used for reinforcing concrete floors and roof.



Structural Work on Montreal's New Transportation Building.

IRON RESOURCES OF CANADA.

Canada's iron ore resources are discussed in a recent issue of the *Canadian Mining Journal.* Amongst the world's producers of pig iron Canada ranks eighth, exceeding Sweden by a relatively large amount. Whilst, however, the paper says, the production of pig iron is about 700,000 tons, it is not pleasant to note that the domestic output of iron ore hardly exceeds 250,000 tons, or roughly, about one-sixth of the quantity required to account for the pig iron produced. This measure of dependence upon foreign sources of supply is humiliating. Assuredly, we are lacking in enterprise or in acumen, or in both, when our attempts to exploit our mineral possibilities are so feeble.

As pointed out by Mr. A. B. Willmott, in a paper read before the Canadian Mining Institute, no official estimate of available iron ore in Canada has ever been made No doubt the making of such an estimate would be extremely difficult. Yet it should be done without delay. One estimate, made by a member of the United States Conservation Commission, places the figure at less than fifty million tons. This is supposed to cover known ore. It can be but a small fraction of ore that can be almost as readily won. At best it is the roughest kind of guess, and is significant only in so far as it shows the small amount of prospecting and development done.

What Sweden has accomplished, with opportunities not to be compared with Canada's, is alluded to in Mr. Willmott's paper. No country deserves more credit than Sweden for making bricks without straw. In face of most discouraging conditions, that small country has built up an industry that is almost as large, and, presumably, is much healthier than is the industry that we have artificially nourished.

FORESTS AND MUNICIPALITIES.

A grave problem is being presented to several of the larger towns of this country as to how they are to get a continued supply of water. The subject is part of a discussion

on municipal forests in a recent issue of the *Canadian Century*. Two new influences, the writer points out, are now operating.

Two new influences are now operating which tend to show that the municipal ownership and management of forest tracts is advisable. One is the growing knowledge of forestry, the basic principle of which is that all land should be devoted to its most profitable use; the other, and perhaps the most potent in America as yet, is that many towns and cities must own the watersheds from which they derive their domestic water supply if they wish to insure the purity of the water. The logical combination of these two factors has proved, as may be conclusively shown from extensive European and slight American experience, that the crop of timber upon the land pays a sure profit and at the same time exerts a wholesome influence by increasing the supply and maintaining the purity of the water.

Municipal Forestry in Germany.

Municipal forestry can best be illustrated by German examples. In Germany the practice originated, and in Germany it has become most general. Villages, towns, cities, states, corporations and churches all own and manage forests as a source of revenue.

Forests have there proved so profitable under municipal control that all land that is not valuable for agriculture or other uses has been purchased by private and public bodies and planted to trees. Land which because of its character or situation exercises a great influence on the surrounding country is bought and forested by the state. Such are the shifting sand dunes, head-waters of navigable streams, valleys and watersheds of mountain torrents and steep slopes of mountains where avalanches and floods are frequent and dangerous.



New Windsor Station in Montreal.

Communities in Germany must count themselves as incomplete and unmindful of their opportunities if they do not own forests, for of the 1,564 communities in the State of Baden, 1,530 have their own forests. There forests are managed as are farms in the countries where the agricultural colleges have reduced, or elevated, farming to a science. They are under the supervision of the state or imperial forest service, an organization of highly trained men whose duty it is to see that the land is devoted to the most profitable species of trees, that the mode of management is adapted to the various species, that the timber is cut only when it has passed its most profitable period of growth, and that every cutting is immediately followed by natural or artificial regeneration of young trees of valuable species. Under the state officers are locally-employed guards who follow the plans drawn up by the superior officers, transact the business, do the manual labor and protect the forest from fire or other destructive agencies.

In the intensively managed German forests the expenses of administration are very high; much labor is employed, excellent roads are maintained and an attention given to detail which could not be possible in America. Yet, because of the high prices of timber, and because the well-cared-for forests produce a much larger proportion of valuable timber per acre than our natural forests, the municipal forests are without exception highly profitable.

The city of Baden, with a population of about 16,000, owns a forest of 10,576 acres. The total income from this forest averages $100,000 per year. All these communal forests are so managed as to yield a permanent income, fluctuating very little from year to year. The total yearly outlay on the Baden forest is about $33,000, nearly all of which is for labor. There remains each year a profit of about $66,000 for the city treasury, an average annual return of over six dollars from each acre of forest.

The forest of Baden has been so long under scientific management that it has been raised to a high state of productivity, and is very profitable. A newer forest is that belonging to Heidelberg, a city of 44,000 inhabitants, which owns a forest of 6,860 acres. The Heidelberg forest is yet in the process of formation, the city is still buying land and spending comparatively large sums in planting, which makes the expenses comparatively large, while on the other hand very little of the land bears productive forests, and the income is in consequence comparatively low. Moreover, the Heidelberg forest is managed as much from the æsthetic as from the business standpoint. Utility and productivity are in many instances sacrificed to beauty; the forest is made to serve as a park. Yet, though it is a young, unproductive forest, though it is kept in a condition which would put to shame many of our parks, the Heidelberg forest returns to the city which owns it a regularly increasing annual profit which is now about $13,000 per year, or about $1.90 per acre per annum above all expenses of maintenance and administration.

The example set by the German municipalities is worthy of the closest study and imitation by the cities and Governments of this continent.

GREAT BRITAIN AND THE CANADIAN PREFERENCE

By S. Morley Wickett.

The Value of the Preference in Maintaining the Volume of Trade Between Canada and the Mother Country. Its Relationship to the Reciprocity Proposals with the United States. Present Trade Relationships Should Not be Changed.

PROBABLY most Canadians still view their foreign trade with the great Republic to the south and with Great Britain from the point of view of possible political consequences, which means that under such circumstances the tariff stays involved in the intricacies of party politics and must be judged by some other criterion than theoretical economics. For the very reason that the tariff is regarded not merely as a trade, but in part as a political question, it remains an object of outstanding interest to all classes at home and to students of Canadian political development abroad. And particularly at the present moment any important change in the tariff may mean a great deal for future trade affiliations.

The History of Preference.

The preference granted by Canada to Great Britain started out on April 23rd, 1897, in one sense as a flank attack on protection. Sir Richard Cartwright, then and still Minister of Trade and Commerce, so stated on the floor of the House of Commons. The initial preference rate, which was one-eighth, was enjoyed by Germany, Belgium, France and Spain by reason of trade treaties wtih Great Britain. But on the denunciation of the Belgian and German treaties and their expiration in July, 1898, the preference was increased to one-fourth from August 1st, and confined to goods from the United Kingdom and those British Colonies giving Canada as favorable terms as they received from her. A further increase from one-fourth to one-third was made on July 1st, 1900. From the remarks of Sir Richard and other evidence it is clear that the preference must be regarded as a measure of tariff reform at the hands of a political party traditionally pledged to a lower tariff. Incidentally it constituted a clever reply to the Tory cry of disloyalty—a cry that had been thrown at the Liberal party for a number of years because of its platform of reciprocity with the United States. It soon looked as if the idea of a preference had passed from the hands of the political parties to become, as far as such things can be, a fixed principle of the Canadian tariff. And so it seemed until the negotiation of the French treaty in 1907, followed last year by the removal of the German surtax, the treaty with Belgium, and the announcement that the Government would shortly enter once more into trade negotiations with the United States.

The important role played by those of French descent in Canadian life makes it readily understood, quite aside from the possible value to Canada of the French market, why a commercial treaty with France was negotiated. Apart, however, from comparatively few lines (more particularly embroideries, gloves, silks, soaps and cheese), the items given most favorable rates will probably be found not to compete seriously with British goods. Belgium being a country convenient for transhipment from the continent, the treaty with her raises other considerations, especially as Canada's examination of European customs declarations is superficial and inadequate. Under the circumstances there is grave danger that the granting to her of the intermediate tariff on numerous items not produced largely or at all in Belgium may in practice extend the same low rates much more widely than intended.

Attitude of the Present Canadian Government.

It may be argued that it would have been highly impolitic on the part of Canada to refuse to discuss tariff matters with the United States when for the first time in her history she was invited to do so. To this there is no adequate answer, particularly as the two countries have many important international matters to settle from time to time. Though as regards the tariff Canadians cannot forget that the whole history of the Dominion has been fought out in the face of a singularly hostile legislation on the part of the United States, resulting in a tariff admittedly sharpened to force Canada into commercial union with her. It is too soon to forget it. Canada's rapid growth, which dates only from the nineties, has been the outcome of the opening up of the country and of the policy of developing trade routes east and west instead of north and south. This development, brilliantly successful as it has been, is not yet completed; and to reconsider at present Canada's trade relations with the United States must risk opening up the question whether past commercial policy should be reversed or weakened. Most probably the Government will not venture on any important tariff changes. But the fact that the Cabinet has the extraordinary power by mere order-in-council to reduce the tariff from the general to the intermediate rate without reference to Parliament, and the further fact that the Government has no Tariff Board for expert reference, such as exists in the United States and other countries, unite to make Canadian business men peculiarly sensitive to the mere possibilities of the situation. This feeling of apprehension on the part of Canadian industry is given a further show of reason by the provisional character of present trade agreements and by the traditional leaning on the part of the Government towards a lower tariff, which its recent trade negotiations confirm.

Canadian Protection.

As a distinct policy Canada's protective tariff dates from 1879; but the Canadian Pacific Railway did not bind the provinces together from coast to coast for another seven years. In the meantime, and, in fact, for a further eight years, the tariff did little more than allow Canada to maintain a separate existence from the United States. Only with the gradual opening up and development of the country and the improvement of the trade routes east and west was an assured future realized. Plainly stated, the British market became Canada's salvation; and it is very largely still. Coming as it did at this stage the preferential tariff fitted in with the natural course of evolution, and it gained additional support from the outburst of Imperial sentiment at the time of the South African war and subsequently.

The Meaning of Preference.

As regards the preference, both British and Canadian business men have come to understand better what it really means.

Possibly the average citizen not familiar with trade conditions has still to learn that it is something more than a toy. For a time the sentimental aspect bulked more prominently than any other. But those to whom its influence has been brought home now view it both as a business and as a political policy. It may be agreed that it is not a mandate for mutual sacrifices, nor a medium to work out single-handed a revolution in trade relations. It is simply an important object-lesson in political and constitutional relations, a partial offset to British geographical remoteness and a measure of tariff modification.

Canadian Opinion on Tariff Revision.

Canada is undoubtedly protectionist. But as regards present public opinion on tariff revision as against the United States it is impossible to speak with certainty. Much depends upon the popular presentation of the situation, and as yet the lines of cleavage on this matter between the political parties have not been clearly drawn. Certainly business conditions and prospects are very different from what they were in the eighties and early nineties when the commercial union movement disturbed the country, and they are different from what they were in the year when the successive stings of the McKinley, Wilson and Dingley tariffs were fresh in the popular mind. In certain quarters there is doubtless a curiosity to hear what the United States will now propose. Certain groups in the North-West and in the Maritime Provinces evidently stand ready to endorse a number of tariff adjustments, although in both of these sections the development of local industry is already beginning to make itself felt. For a number of years, too, for reasons that need not be given here, but which constituted an understanding between the manufacturers and the Government, and which seems to be working out to the disadvantage of the manufacturers, Canadian industrial interests have not engaged in any campaign of popular education with regard to protection; and apart from the question of the British preference tariff matters have not been prominent in political debate. But any serious modification of the tariff in favor of the United States during the next few years, or until the United States has lowered her tariff against Canada to approximately the Canadian level, would probably whip at least Ontario and Quebec into one of their old-fashioned political passions. And as regards the farmer, he is generally speaking in a most comfortable position; where he is not, it is due to the neglect of his opportunities. Added to the foreign demand for his farm produce, the home market has increased so rapidly that local prices are often as high as, if not higher than, in Great Britain. The home market already consumes a high percentage of many lines of Canadian produce, and is growing by leaps and bounds. Of the wheat, barley and oat crop of 1909, 81 per cent., and of the total product of the farm, 89 1-5 per cent was consumed locally. For the time being Canada is an egg-importing country; her butter exports are disappearing; the export of cheese has fallen markedly, and the export of bacon has been cut in two. Looking to the future, it might indeed be wise on the part of the Canadian farmer to continue to make sure of his own and of the British market rather than to attempt to cultivate closer trade relations with the United States. And in any event it probably will not be long before the United States will be knocking at the door for Canadian raw materials without laying down conditions of reciprocity.

The Application of Preference.

It must be admitted at the outset that as yet the preferential principle has not been thoroughly tested. To lop off 12½ or 25 or 33⅓ per cent. on the whole tariff list is not necessarily to adapt preference to the conditions of the British market. It may and it may not. It is at best a hit or miss method. To test its possibilities the amount and extent of preference should be decided from a British as well as from a Canadian point of view. It should be the result of a careful investigation of conditions and possibilities. In other words, it should be confined to classes of goods that are actually produced within the Empire, in which there is a likelihood of larger trade. Otherwise it is an invitation to false customs declarations and to fiscal and industrial confusion. In the revision of the tariff in 1906 the principle of a uniform preferential cut was abandoned, it is true; but the observation still holds in that the revision was made from a purely Canadian standpoint.

Canadian Trade.

As a young and growing country Canada has large exports and still larger imports. Most of her exports go to Great Britain; most of her imports come from the United States. With a population of less than 8,000,000 she ranks next to Great Britain and Germany in the list of United States customers. For the year ending with March, 1910, the figures are:

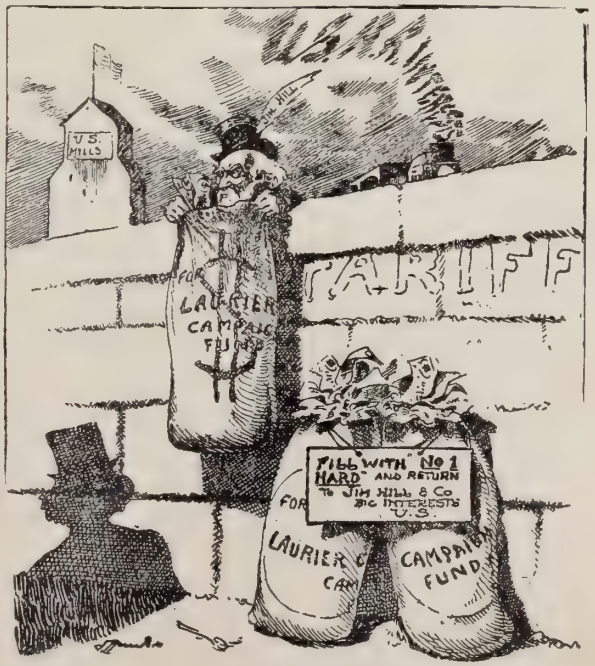
Exports to	Million $	%
Great Britain	149.6	48
United States	113.1	52
	262.7	

Imports from	Free.	Dutiable.	Total.	%
	Million $			
Great Britain	23.5	72.2	95.7	30
United States	133.	104.7	223.5	70
			319.2	

Possibilities of Directing It.

The question at once arises how far the current of this trade can be deflected by preferential and related legislation. In forming our judgment we must not overlook certain per-

RECIPROCITY



As Uncle Jim Hill sees it.

—*From The World*

manent conditions of Canadian trade. No amount of rational legislation could make Canada buy from England agricultural produce, timber, raw cotton, tobacco, petroleum, and a host of other things not classed as manufactures. Great Britain's sales to Canada are chiefly manufactured goods. Sometimes the public speakers, wishing to discover the "natural" trade relation of Canada and Great Britain make use of the totals of duty-free imports; but such figures cannot be employed, in that a great deal of what are largely called raw materials is dutiable, and the free list is a reflection of something very different from the "Divine Order."

That Canada and the United States are geographically inter-dependent to an important degree is obvious. The United States looks to Canada for nickel, copper, asbestos, spruce, pulp, timber, fish, and in certain contingencies agricultural produce. Canada looks to the United States for raw cotton, tobacco, hard coal, hardwoods, Indian corn, and a long list of manufactured wares, especially those subject to quick, and taken singly, rather small orders. For the year ending with March, 1910, apart from settlers' effects and bullion, what may be classed as raw material made up thirty-three per cent. of the imports, as against seven per cent. from Great Britain. In both cases this raw material is made up of remarkably few items. Five-sixths of that coming from the United States is represented by the following (in million dollars): Coal, 27.3; Indian corn, 5.1; lumber, 4.2; green fruits, 3.7; undressed furs, hides and skins, 4.8; raw tobacco, 2.9; gutta percha, 3.3; metal ores, 2.7; bar iron, iron sheets and scrap iron, 2.6. Apart from the last item these purchases, one may admit, are more or less fixed, of the British seven per cent. none of the items can be regarded as fixed: Bar iron, iron sheets and scrap iron, 2.45; undressed hides, skins and furs, 2.1; washed wool, .97; bread stuffs, including seed, .55; diamonds, .54; breeding animals, .53; salt, .25; coal, .22; fruits, .17; raw tobacco, .06.

To look at the course of trade from another point of view, imports from Great Britain covering the produce of the farm, forest, mine and fisheries, raw and slightly manufactured, were only $6,500,000, as against over $83,000,000 from the United States. Tariff legislation could not be expected to disturb this division to the advantage of Great Britain. In fact, direct ocean steamship service between foreign ports and Canada would cut off some of the British trade in southern products and reduce by that much the imports now returned as British. Omitting bullion, settlers' effects and tea, and allowing $5,000,000 of British goods credited wrongly to the United States, this leaves $90,000,000 of manufactured goods from Great Britain, as against $120,000,000 from the United States. This $120,000,000 is the possible target for preferential legislation, and I think will approximate the actual business situation. All things considered, these figures do not place British trade in a very unfavorable light, though improvement is undoubtedly possible. I may say that the totals are compiled from the unclassified Trade and Navigation Returns. To what extent, now, is this trade in manufactures and in other lines natural and fixed? One can only answer by describing conditions.

As regards the possibilities of tariff legislation there may be perhaps an inclination to draw conclusions from the striking results of the German surtax. But this is dangerous, for Germany's economic relations with Canada are very different from those of the United States, her Canadian sales being much more amenable to legislative influence.

The American Tariff.

The United States tariff being, as a rule, prohibitive of Canadian manufactured goods, Canada's sales to the United States are upwards of nine-tenths raw or nearly raw material. Apart from the products of the farm, forest and mine, practically in their rough state, drugs and medicines, whiskey, pig iron, fertilizers, coke, cement and tea, there are only a few scattered items of importance. The extended and subtle sub-divisions of the United States tariff, with a view to securing protective efficiency on particular items, are only appreciated by the foreign manufacturer attempting to develop a market in the United States. That tariff has been aptly described as a "tricky one." What can a Canadian manufacturing jeweller with 35 per cent. protection do against a United States duty on jewellery of 60 per cent. and on enamelled jewellery of 85 per cent.? Sole leather is now 5 per cent., upper leather, 10 per cent., but leather belting and footballs 40 per cent., leather cases and pouches 60 per cent., threshing machines 15 per cent., but steam engines, which must accompany them, 30 per cent. (if the engine is a gasoline engine the duty is 45 per cent.), and all repair parts 45 per cent.

With a view to determining the average rate of customs duty levied by the United States on Canadian imports most writers take the total dues collected in relation to the bulk of trade done. But this is a fallacious basis, in that the question here hangs really not on the amount of duty collected, but on the protective or prohibitive efficiency of the tariff. For example, the importation of ships to be registered in the United States is prohibited outright; the duty on carpets is roughly 75 per cent., which is prohibitive as far as Canada is concerned; pianos, 45 per cent.; watch chains, 60 per cent.; machinery, 45 per cent.; tweeds and serges, 100 to 150 per cent., etc. I have made up a list of somewhat over forty staple commodities produced or manufactured in both countries, which one might expect in the natural course of affairs could be mutually traded in. On these items the average United States duty is 44 per cent., as against 24 per cent. charged by Canada, which is probably sufficiently typical of the relative tariffs of the two countries in actual practice. On the theory of infant industries one might have expected the percentages to be reversed.

In fact, the whole United States system seems conceived in protection. With a view to facilitating trade Canada has customs ports of entry in all towns of any importance throughout the county; the United States, on the contrary, besides specifying that consular certificates shall accompany all shipments of over $100 value, requires that entries be passed at the frontier in a very small number of places—which means also the employment of customs brokers—a system causing delays and frequently considerable annoyance and extra expense to the importer.

The Recent Negotiations.

That after establishing such a high-tariff, and in return for not levying a still higher one, the United States should ask, as she has recently done, for a still lower one on Canada's part can only be described as a resort to the policy of the big stick. That the Canadian Minister of Finance yielded on a few counts must be explained by the view that the smaller people should humor the bigger one to some extent—after all, probably a statesmanlike policy, if not carried too far or repeated. The call for a lower tariff at present making itself heard in the United States will probably not bear much fruit for several years yet. It will then be time after Canadian development has reached a higher stage of industrial maturity for Canada to consider whether freer trade with the United States is advisable. At present every Canadian knows that a generally lower tariff against the United States would mean the end of much of our British trade and the yoking of Canadian industry to the characteristic speculative ups and downs of the United States market—a feature of

which the English buyer, too, has reason to know something. The Anti-Dumping Act passed by Canada in 1904 was itself a recognition of the desirability of checking this very result. According to this Act, duties have to be paid under heavy penalties, on the basis of current prices in the exporting country; and in case of a lower quotation the Government itself appropriate the difference up to 15 per cent. of the value, providing the difference is at least 7½ per cent. In the opinion of the Manager of the Tariff Department of the Canadian Manufacturers' Association, this legislation has served to check dumping when trade in the United States is good, but has not been and could not be effective when business was bad. Secret rebates, too, are probably not an uncommon means of dodging the Act. But on the whole it seems to have proved to be a wise bit of protective legislation, especially under a moderate tariff.

Protection and Export.

As regards the relation of tariffs to export trade it must not be forgotten that in the event of imported goods being made into finished wares and exported, both the United States and Canada allow a rebate of 99 per cent. of all duties paid. This partly explains how it is sometimes possible to quote lower prices for export than for home consumption. It also explains why United States goods are sometimes shipped to Canada via England; for the Canadian duty is levied on the price current in the country of sale, not in the country of origin.

Accuracy of Trade Statistics.

Coming more directly to the question of trade in manufactures between Great Britain and Canada, it is to be noted in the first place that Canadian trade statistics need a great deal of amplification and editing. For example, large importations of free goods are made through United States brokers acting as British agents. It is the old established practice of many English houses to give the agency for Canada along with that of the United States. Fortunately, the tendency is now slowly working towards the creation of separate agencies for Canada. On the other hand, large export sales are made by Canada through United States export houses, and such exports are placed to the credit of the United States. Sometimes there is a special reason, as, for example, when in the case of cut lumber a United States firm will take the output of special cuts of a great many Canadian and domestic mills, sorting these specialized cuts to the market. Thus, while American builders demand 8-inch, 10-inch, and 12-inch boards, English architects call for 7-inch, 9-inch, and 11-inch cuts, and only in this way could such orders be filled conveniently.

United States Advertising.

That prevailing tastes in Europe and America are different needs no argument. Outlook on life and ways of living are not the same. United States industries have, therefore, an initial advantage in catering to their own continent, especially when aided by the greatest mania for advertising of specialties and novelties characteristic of any country or any time. England sends into Canada more Bibles and prayer-books than the United States, but far fewer periodicals. On catalogues Canada levies a customs duty of 15 per cent., but many United States houses get catalogue-substitutes in free in the form of magazine advertisements; and the suggestion has been made to the Minister of Finance that the unusual and altogether unique situation of literature and advertisements being bound up together should be met by a specific duty per pound on foreign periodicals. The experiment is worth the trial, not alone because of this one point, but also (one may say it without disrespect) because the United States magazines flood the public mind with a glorification of their own country, and, more or less often, with a disparagement of people and things not American.

Character of New World Demand.

Of the new-world citizen it can be said he is often contented with less substantial goods than the Englishman; thinks much of neat appearance and loves change. Witness the, at times, amusing extremes of the American shoe, the lightness of carpenter's tools (probably because the American carpenter works more on soft woods), bicycles, automobiles, brass goods, jewellery, etc. The styles in travelling bags have run the gamut of half a dozen colors and a still greater number of shapes and sizes, while the Englishman has stood by his essentially satisfactory tan or brown bag. The stress of competition, the desire to catch the consumer's eye and to extend sales drive the American manufacturer on. A faddy market may be expensive; as Americans say, it may "come high" and be economically wrong, but it means a monopoly for the local manufacturer. It is not necessarily a question of quality, but of something else. New devices, new processes perhaps break up old connections, and the high cost of labor places the manufacturers of both Canada and the United States in the same boat as regards their interest in mechanical appliances. The frequent discarding of the old by United States industry may at times fall into prodigality; and in any event it increases overhead expenses as compared with Canada, and still more so with England.

Conditions of Market Supply.

Some of the circumstances under which goods reach the consumer through the great expanses of America have an important influence. For example, the most remote rural jeweller may handle a Waltham or an Elgin or a Swiss watch, and through the one make he selects can allow his patron to choose from 120 or more classes or grades. No British watch-house can offer more than a fraction of this range. It is not necessary to seek for explanations from the

GOING TO MARKET



An unfortunate slip for Uncle Wilf.

—*From the World*

instructive history of the British watch-trade. Here the preference of the country jeweller is decided not necessarily by a question of quality but of ease in doing business. He can satisfy almost any demand by the one catalogue and a letter or a wire to the one address. It is a condition created by external circumstances and fostered by advertisements and by repeated and effective "drumming." The wide range in styles of shoes, half-sizes in underclothing, etc., etc., help in the same direction as does the fact that United States' quotations are always in dollars and cents. The more frequent use of mercantile and other agencies for reports on the financial reliability of houses, and greater elasticity of credit are also characteristic of United States business dealings. This is of particular importance, looking to the inception of business relations. Thus American industry adapts itself to, and grows with, the country, and eventually is hard to dislodge. Imperial penny postage, which Canada arranged for in 1898 through the splendid work of Sir William Mulock, has proved a distinct aid to communications with Great Britain, as has also the later lowering of the postage on British magazines. If low cable rates could be secured it would be a still more important aid in holding British trade connections. So infinitely important to business is a low cable tariff that the whole cable situation should be given special study by Great Britain.

Importance of Warehouse Facilities.

But no degree of improved communications can alone counterbalance geographical remoteness. Quick deliveries, quick repairs from stock of adjustable parts mean well-equipped local supply houses at strategic points. Thus far British manufacturers have had their eyes on too many markets to specialize on the scattered and divided Canadian demand. But the situation takes on a different aspect when it is noted that if business methods mean anything, an effort for Canada's business is at the same time an effort for greater trade over all North America.

The Needs of the Moment.

The large amounts of British capital sent yearly to Canada are frequently pointed to as a means of securing business for Great Britain. But the great bulk of these investments go into public securities and railway and industrial bonds, comparatively little into industrial stocks, which carry the technical management. The number of cases where Canadian factories are in charge of British managers and British foremen is remarkably small. From an investigation recently made by *The Monetary Times* of Toronto British investments in Canada during the past five years total up to $605,000,000, of which only $22,500,000 were of a specifically industrial nature. On the other hand the United States, the same journal estimates, has invested at present some $279,000,000, only a comparatively small amount of which has been placed in public securities. The figures, as given, are as follows:

British Investments in Canada during past five years:

Canadian bank shares purchased	$1,125,000
Investments with loan and mortgage companies	5,719,774
British insurance companies' investments	9,731,742
Municipal bonds sold privately	10,000,000
Industrial investments	22,500,000
Land and timber investments	19,000,000
Mining investments	56,315,500
Canadian public flotations in London	481,061,836
	$605,453,852

Present United States Investments in Canada:

175 Companies, average capital $600,000	$105,000,000
United States investments in B. C. mills and timber	58,000,000
United States investments in B. C. mines	50,000,000
Land deals, Alberta, etc	20,000,000
United States investments, lumber and mines in Alberta	5,000,000
Packing plants	5,000,000
Implement distributing houses	6,575,000
Land deals, British Columbia	4,500,000
Municipal bonds, sold privately	25,000,000
	$279,075,000

These figures only illustrate what is a matter of common knowledge in Canada—that in contrast with British capital the great bulk of United States capital enters the country as branch factories and other outright industrial investments. With superintendents and foremen from the United States it is not surprising that English travellers and goods have often a poor chance of a market. Whatever fault may be found with citizens of the American Republic they can never be accused of unbelief in the peculiar virtues of American ideas, methods, men and industrial products. It is worthy of remark that of the recent Presidents of the Canadian Manufacturers Association three were heads of branches of United States houses; but in these cases it need hardly be said they were none the less Canadian.

Trade Agents.

Of the influence of the nationalities of the new settlers in the West and elsewhere it is too soon to speak. With actual trade conditions and prospects the United States keeps in remarkably close touch by newspaper correspondents and by means of Consuls located in the chief towns throughout the country and making frequent reports to Washington. At present there are no less than 76 United States Consuls and Consular Agents as against one British Trade Commissioner located at Montreal, with a few trade correspondents, who, I think, Mr. Richard Grigg, the able British Trade Commissioner, would agree are hardly to be compared with the Consuls. It would also seem as if Canada should take a leaf from the United States and definitely develop a trade consular system the beginnings of which are seen to-day in the Canadian trade agents, and as Washington does, collect the incidental expenses as fees from the foreign exporters. In addition to being a trade agency, the consular system, by its advices and by the fees it requires of exporters, gives a certain amount of additional direct protection, while it serves also as a medium for checking customs' undervaluations.

Transportation Routes.

Behind these and other influences stands the problem of transportation. New York to Toronto or to Montreal, St. Paul to Winnipeg, Seattle to Vancouver are but over-night runs. The Liverpool merchant ships to Canada by four routes:—

1. To Halifax (2,342 miles), or Montreal (2,800 miles), thence rail, or from Montreal river steamer to head of Great Lakes. To Vancouver by this route is 5,800 miles; time required for freight 8 to 12 days to Montreal, thence 14 to 30 days to Vancouver.
2. Via Mexico to Vancouver by the Tehuantepec route (190 miles), across the peninsula (8,000 miles), 42 to 45 days.
3. Via the Suez (15,522 miles), 70 to 80 days.
4. By tramp steamer via the Horn (14,317 miles), 70 to 90 days.

From Vancouver inland the distribution is by rail.

How Rates are Fixed.

Through rates from both Eastern Canada and Europe are governed by those via the Suez. This water competition, to which latterly the Mexican route has been added, has been disturbing to existing trade. If the Panama project is successful the results may be still more marked. One may be pardoned for suggesting a doubt as to the permanent commercial feasibility of a canal across a dangerous earthquake belt, the approach to which moreover, on the Atlantic side at least, is said to be closed to sailing vessels. Panama is also 1,000 miles further south than the Tehuantepec line. Already shipments from Eastern Canada to British Columbia are sent via Mexico simply because this route is at times able to underbid the all-rail route. But if this relief to Eastern Canada is to be permanent it must be conditional on the vessels securing return cargoes to English ports, thence fresh ones back to Canada. A policy of diverting Canadian exports from Great Britain to the United States would thus seriously militate against the success of this new and important commercial development. Certainly in improving Canadian shipping facilities British trade has been and is worth much to Canada.

Shipments via Chicago.

It may be said that for freight traffic for Western Canada there is close competition between Canadian lines and lines via and from Chicago. As is to be expected in a new country the rate per ton per mile is somewhat higher on manufactures and merchandise in Canada than in the United States. The Manager of the Transportation Department of the Canadian Manufacturers' Association estimates that probably 15 per cent. of Eastern Canada's shipments to the Canadian West go in bond via Chicago—a percentage that will doubtless lower when the Canadian Northern and the Grand Trunk Pacific railways are completed. Here it should be mentioned promptness of delivery or "efficiency of service," as it is called, is often as important as a favorable freight rate; for example, in the delivery of Ontario fresh fruit in Manitoba, etc. To competitive points in Western Canada the rate from Chicago is usually somewhat lower than from Eastern Canada, to non-competing points proportionately higher. For through carload shipments from Chicago to the Pacific the greater industrial specialization of United States manufacture and the larger size of United States warehouses on the coast admit often of closer rates than those quoted from competing points in Canada. Just how these differentials affect trade is only known fully to those directly concerned. In the case of free goods they obviously count heavily; and mean more with goods of low specific value than with goods of higher value. Particularly in the former case a difference in freight charge may convert a profit into a loss.

Rates to Eastern Canada.

From Great Britain and Continental ports to Ontario and Eastern Canada through rates are arrived at by adding the ocean rates as fixed by the North Atlantic Freight Conference to what are known as "import" rates, these rates being somewhat lower than the domestic rates from the seaboard. And as regards the "import" rail rates they are a matter of agreement between the lines operating from Canadian and Eastern United States Atlantic ports.

Rates to Western Canada.

To points West of Port Arthur, that is West of the Great Lakes to the Rockies, special through freight rates are published from Europe. These rates are also fixed by the North Atlantic Freight Conference, and there has been a gradual increase in some of them in the last year or two. To some extent they are governed by competition via United States routes.* It may be said that any increase in through rates to the Canadian interior operates to that extent adversely to British and favorably to United States freight.

The Pacific Coast as a new Distributing Centre.

With the completion of the Grand Trunk Pacific and the Canadian Northern Railway, now under construction, to the Pacific Ocean, the Pacific slope will become a more and more important distributing centre for Canada. Even now European freight rates via the Suez to Vancouver are lower than those direct from Montreal. It means new and important problems for the broad Dominion. It means that already Canada is divided like all Gaul into three parts—east, w and centre; the centre being, so to speak, a neutral zone where freight charges bulk more largely and are the objects of keen comparison. The matter is not closed there. Protected by these higher freight costs local industries may be expected to spring up, and actually they are already springing up, at different points, particularly at the head of the Great Lakes where there is admirable water-power.

Canada's Great Problem.

Thus to keep the Dominion contentedly united is one of the great reasons why plans are being carefully studied for improving the canals to the head of the Great Lakes, for building a railway from Hudson's Bay to Winnipeg (to make effective the Hudson's Bay route to England), for local waterways in the great prairie country, and for supporting fresh railway connections between the Pacific and the interior. That there is no time for delay is evident from the fact that while in 1890 there were three United States railway lines crossing the boundary west of Lake Superior, to-day lines

*The Spokane rate case recently settled by the Interstate Commerce Commission is not important in this connection.

THE GENERAL ELECTION



The Judge: "What! you fellows here again? Sentence 21st of September."
—*La Presse*

cross at over a dozen points. Many United States stub lines, moreover, run up to the border, and with little additional cost could be extended to tap any given locality. As railway men know, local lines of this class are subject to much lower costs of transportation than the main lines of a great system. And if, in order to secure return cargoes, United States railway and other interests should find it necessary to secure control of a certain number of newspapers and inaugurate in this way or otherwise a campaign for tariff modifications, the situation might become more than interesting. So often the real moving force behind political campaigns is hidden. It is such conditions and possibilities that make the tariff problem of Canada so overwhelmingly important.

The Importance of Shipping Facilities.

Through her splendid shipping facilities, and aided by the preferential tariff, Great Britain has now the big end of the through western coast trade. Without the preference the Canadian Pacific Railway would be able to handle considerably more of this trade originating in Eastern Canada than it does at present. In other words, if the preference was less through Canadian freight rates could be higher. Tariff and freight rates are thus indissolubly connected. Another illustration of the practical identity of freights and customs tariffs is the working of the French treaty. The tariff reductions under this treaty apply only to shipments made from France or via Great Britain direct to a Canadian port. With but one line of steamers running between France and Canada this shipping becomes more or less of a monopoly; and when advances in freight rates were made last spring it was claimed that the increases were made possible by the French preference which they to that extent reduced. I am advised that the old rates have now been restored. Not having steamship connection with the Pacific coast the French are almost excluded from that trade. Should at any time the British preference be confined to shipments direct to Canadian ports, as the Canadian Maritime Boards of Trade desire, it is to be expected that the ocean steamship companies would endeavor to secure a share of the preference by advancing their rates unless such rates were fixed beforehand and rigorously controlled by international agreement.

From this brief survey certain conclusions with regard to the preference can be drawn:

1. A simple tariff modification may not be effective unless it applies to cases and conditions admitting of success. As yet the powers of the preferential tariff have not been tested out. The preference is not merely Canadian; it is Imperial. As it is it has certainly diverted considerable trade in some lines to Great Britain, buttressed British trade in other lines and been a big influence in arousing British manufacturers to the conditions of the Canadian market. It may mean much more if it is realized that an effort for Canada's market is an effort for North America.

2. The problem of transportation (railway, steamship, post and cable) and the related ones of free harbors, and greater British warehouse facilities in Canada demand much more attention.

3. Freight rates are in practice an important and integral part of customs tariffs.

4. Present trade statistics are not sufficient to disclose conditions.

5. The preferential tariff has probably had much to do with the expansion in Canadian shipping.

An Imperial Business Commission Necessary.

An investigation of these conditions is desirable. The results should be an invaluable guide for all parts of the Empire in regard to the possibilities of free-trade, preference and protection. Only a systematic, vigorous pursuit of such an investigation will be able to give intelligent direction to those at the helm. If the preferential system is good an attempt should be made to take advantage of it and to preserve it; if it is a mere sentimental effusion—"the wonder of an hour"—this should be discovered. In short, what part it can play in inter-Imperial relations should be told by a body whose judgment we can respect. Otherwise what might have been a great Imperial cohesive force may gradually spend itself and be lost. Even a British political party wedded to free-trade can be expected to investigate the question with the object of throwing light on conditions not adequately understood, conditions that keep sentiment unenlightened and perturbed. I believe that the time is opportune for Great Britain directly or through the Colonial Conference, to appoint an Imperial Business Commission to investigate the whole subject. Not that we are at the parting of the ways, though in the light of recent tariff changes it seems almost like it. Let that be as it may, for the cause of Imperial consolidation, whatever conclusions such a body might come to, the elucidation of Imperial trade conditions, relations and possibilities alone would be invaluable.*

In the meantime it surely behooves Canada to hold to the path she has been following, to continue to develop trade east and west, and keep her industry as free as possible from the influence of the fluctuating trade conditions and uncertain legislation in the United States. The economic success of the present tariff, and the unprecedented prosperity of agricultural Canada, no one seriously questions. While being courteous in every respect to her great neighbor, Canada can afford to go slow in acceding to any proposals for tariff trading. The time has gone by, and, we may also say, has not yet arrived, for any other attitude.

Toronto, September, 1911.

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*On motion of Sir Wilfrid Laurier the recent Colonial Conference agreed to the appointment of Imperial Trade Commission, and the British House of Commons has since made provision for it.

A WARNING



A man entered a Fine Wood one day, and looked about him in search of something. On being asked what he wanted, he replied: "A Canadian Reciprocity Handle to my American Reciprocity Axe." As soon as this was agreed to, he fitted the Handle to his Axe, and laid about him until the Giants of the Forest falling under his strokes, exclaimed: "We must take this for our pains. How foolish we were to trust him." —After Aesop

—From the Montreal Star.

CHANGES IN FREIGHT RATES DURING AUGUST

List of Freight Schedules Filed with the Board of Railway Commissioners During month of August, 1911.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.
Canadian Pacific Railway.			
Sup. 17 E 1692	Sup. 17 E 1279	Aug 10, '11	Commodities from stations in Ontario to St. John, West St. John and Campbellton, N.B.
Sup. 4 E 2006	Sup. 4 E 1602	Aug. 7, '11	Classes from stations in Quebec to C. P. stations and to Temiscouata Ry.
Sup. 7 E 2124	Sup. 7 E 1720	Aug. 5, '11	Commodities between C. P. stations.
Sup. 1 E 2141	Sup. 1 E 1737	Aug. 15, '11	Re-shipping and stop-over arrangements.
Sup. 1 E 2144	Sup. 1 E 1740	Aug. 19, '11	Commodities for export. C. P. stations to Montreal and Quebec.
Sup. 8 E 2124	Sup. 8 E 1720	Aug. 10, '11	Commodities between stations in Eastern Canada.
Sup. 10 E. 1900	Sup. 10 E. 1490	Aug. 30, '11	Commodities between points in Eastern Canada.
Sup. 11 E. 2124	Sup. 11 E. 1720	Aug. 21, '11	Commodities between C. P. stations.
Sup. 2 E. 1297	Sup. 2 E. 879	Aug. 26, '11	Sugar, syrup and molasses from Montreal to Arnprior, Renfrew and Pembroke.
Sup. 10 E. 2124	Sup. 10 E. 1720	Aug. 21, '11	Commodities between C. P. stations in Eastern Canada.
Sup. 10 E. 1841	Sup. 10 E. 1431	Aug. 18, '11	Pig iron, c.l., between C. P. R. stations.
Grand Trunk Railway.			
Sup. 11 E 2352	Sup. 11 C. Y. 20	Aug. 7, '11	Iron ore C. L. Madoc to Deseronto, 95 cts. per gross ton.
Sup. 1 E 2379	Sup. 1 E 40	Sept. 20, '11	Talc C. L. Madoc to New York, N.Y., 16.3 cts. per 100 lbs. proportion of export rate.
E 2390	C. P. 86	Sept. 4, '11	Woodpulp C. L. Point Levis, Que., to points in the U. S.
E 2394	V 23	Sept. 15, '11	Classes, Ottawa Div. to points on the D. L. & W. R. R.
Sup. 7 E. 2087	Sup. 7 C.E. 13	Sept. 18, '11	Exceptions to official classification between G. T. stations in Canada, also from stations in Canada to points in the U.S.
Grand Trunk Railway.			
Sup. 16 E. 2352	Sup. 16 C.Y. 20	Oct. 1, '11	Sugar beets, c.l., from Alvinston, Mandaumin, Petrolia and Wyoming, Ont., to Wallaceburg, Ont.
E. 2395 Cancels E. 252	A. 13 Cancels G.R. 17	Sept. 5, '11	Arbitraries on traffic originating at or destined to stations in Canada west of Montreal, Valleyfield and Hawkesbury to or from stations in Canada, south and east thereof.
Sup. 14 E. 2352	Sup. 14 C.Y. 20	Aug. 17, '11	Ensilage cutters, l.c.l., St. George, Ont., to stations on C. P. R.
Sup. 38 E. 1240	Sup. 38 E. 12	Aug. 19, '11	Class and commodity from G. T. stations and stations on connecting lines to Montreal for export.
Sup. 46 E. 225	Sup. 46 G.A.A. 3	Aug. 16, '11	Pig iron, c.l., Montreal to Robertson, Que.; $2.20 per gross ton.
E. 2405	V. 25	Sept. 28, '11	Class rates from G. T. stations Kingston, Aylen Lake and east thereof to points on the Central Railroad of New Jersey.
E. 2403	V. 24	Sept. 27, '11	Class rates from stations east of York and north of Hawkestone, Ont., to points on the Erie R.R. via Cobourg.
Sup. 8 E. 1325	Sup. 8 C.S. 12	Aug. 26, '11	Sugar, syrup and molasses, c.l., from Montreal to stations Knburn to Golden Lake and Pembroke inclusive.
Michigan Central R. R.			
Sup. 24 125	Sup. 24 4584	Sept. 1, '11	Class rates from Buffalo, Black Rock and Suspension Bridge, N.Y., to points in Canada.
Sup. 14 1511	Sup. 14 8148	Sept. 12, '11	Commodities. Stations in Canada on M. C., C. W. & L. E., and N. St. C. & T. Railways to points in the U. S.

C.R.C.	R.R. No.	Effective.	Description.
Michigan Central R. R.			
Sup. 5 1751	Sup. 5 8764	Sept. 25, '11	Commodities, Buffalo, Black Rock and Susp Bridge to points in Canada.
Sup. 4 1774	Sup. 4 8837	Sept. 16, '11	Soda ash and caustic soda, from Wyandotte, Mich., to Toronto, 10 cts. per 100 lbs.
Sup. 5 1767	Sup. 5 8803	Aug. 26, '11	Commodities between stations in Canada.
New York Central & Hudson River Railroad.			
1943 cancels 1368 1674	A 19877 cancels A 13265 A 16652	Sept. 4, '11	Sodas. Solvay and Syracuse, N.Y., to points in Canada.
Pere Marquette Railroad.			
Sup. 26 833	Sup. 26 2149	Sept. 23, '11	Commodities from P. M. stations in Canada to points in the U.S.
1380 Cancels 1368	3508 Cancels 3443	Aug. 28, '11	Classes from P. M. stations in Canada to stations on the Ottawa & New York Ry.
Erie Railroad.			
Sup. 4 74	Sup. 4 A 3889	Sept. 8, '11	New iron and steel rails c.l. from Youngstown, Ohio, to points in Canada.
237 Cancels 91 96	B. 1526 Cancels 8383 8464	Sept. 25, '11	Calcium carbide, c.l., Niagara Falls, N.Y., to points in Canada.
236 Cancels 200	B. 1523 Cancels B. 989	Sept. 21, '11	Pig iron, c.l., North Tonawanda, N.Y., to points in Canada.
Sup. 3 213	Sup. 3 B. 1176.	Sept. 16, '11	Salt, c.l., from Erie R. R. stations to points in Canada.
Lake Shore & Michigan Southern Railroad.			
Sup. 26 192		Sept. 1, '11	Chemicals, minerals, etc. L. S. & M. S. stations to points in Canada.
Sup. 27 192	——	Oct. 1, '11	Chemicals, minerals, etc., from L. S. & M. S. stations to points in Canada.
Central Railroad of New Jersey.			
492 cancels 436		Sept. 11, '11	Classes. C. R. R. of N. J. stations to points on the G.T.R. in Canada.
Wheeling & Lake Erie R. R.			
Sup. 6 65		Sept. 10, '11	Iron & steel articles, W. & L. E. stations to points in Canada.
Philadelphia & Reading Railway.			
340 cancels 287 327 333 334		Aug. 17, '11	Commodities. P. & R. stations to points on the C. N. Q. Ry.
Wabash Railroad.			
573 cancels 42, 38 561	D 5868 cancels 35400 D 8912 A 5868	Sept. 3, '11	Classes and commodities from Wabash stations in the U. S. to points in Canada.
Pittsburgh, Cincinnati, Chicago & St. Louis Ry.			
P 43 cancels P 21		Sept. 10, '11	Commodities, P. C. C. & St. L. stations to points in Canada.
P—42 Cancels P—31	——	Sept. 17, '11	Class and commodity from P. C. C. & St. L. stations to points in Ontario.
Toronto, Hamilton and Buffalo Railway.			
Sup. 8 749	Sup. 8 216	Aug. 26, '11	Commodities between various stations in Canada.
Buffalo, Rochester and Pittsburg Railway.			
469 Cancels 457	3529 Cancels 3496	Sept. 17, '11	Iron pipe couplings, Bradford, Pa., to Moncton, St. John and Halifax.
Minneapolis, St. Paul and Sault Ste. Marie Railway.			
436 Cancels 302	13820 Cancels 8330	Sept. 13, '11	Canned goods, c.l., from stations in Wisconsin to points in Canada.

INFORMATION FOR CANADIAN EXPORTERS.

For Columbia, though correspondence and catalogues are received in English, whenever possible Spanish should be used by Canadian exporters wishing to develop business. It is of the greatest importance that all advertising matter, circulars, posters, etc., should be in this language. Canadian exporters who are unable to have this done might arrange for translation with Columbian importers. Since Canadian goods are not well known, special stress should be laid upon advertising.

Import duties are computed here on the gross weight. Special effort should therefore be made to obtain all necessary information from importers as to the manner in which they are accustomed to receive their goods, and then endeavor made to meet these requirements.

When catalogues are sent, or communications addressed to importers here, prices should be quoted. It is advisable to have prices quoted f.o.b. New York, or c.i.f. Cartagena. United States currency is recognized everywhere.

The agents of the R.M.S.P. Co. and the H.A.S.P. Co. have arranged to take shipments from Cartagena or Barranquilla to any point in Canada on a through bill of lading. Arrangements have not yet been completed by the steamship companies interested for shipments from Canada on through bill of lading, but there is reason to believe that this will soon be accomplished. Attention is directed to the advertisement of the Red Cross line which states that shipments on through bill of lading are received from Halifax to South America.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.

43. **Asbestos.**—A Lancashire company of manufacturing engineers wish to be placed in communication with Canadian producers of asbestos.

44. **Cement.**—A Cuban firm wishes to secure representation for a Canadian manufacturer of cement.

45. **Chairs, Furniture.**—An Auckland, New Zealand, firm of importers wish to receive catalogues and price lists from Canadian manufacturers. Good references.

46. **Compressed wood shives.**—A Manchester firm wishes to get in touch with Canadian manufacturers of compressed wood shives.

47. **Copper Scale.**—A Tokio, Japan, company wishes to get in touch with Canadian firms handling copper scale.

48. **Copper Sheets.**—A Havana firm is in the market for a large supply of copper sheets.

49. **Galvanized Wire.**—A Cuban firm wishes to get in touch with Canadian manufacturers of galvanized wire.

50. **Greyboards and Wood Pulp Boards.**—A Manchester firm, doing a large business in these lines, wishes to get into communication with Canadian manufacturers of the same. They will purchase in 5 and 10 ton lots. Quotations should be in English money, c.i.f. Manchester or Liverpool.

51. **Grind Stones.**—A Cuban firm asks for quotations on grind stones.

52. **Handles, Hay Fork.**—A Manchester firm wishes to get in touch with Canadian manufacturers of ash hay fork handles.

53. **Hardware.**—A Havana firm wishes to secure the representation of Canadian lines of hardware.

54. **Iron Ore.**—A London, England, firm are in the market for Canadian iron ore.

55. **Leather Belting.**—A Cuban firm is in the market for leather belting.

56. **Leather Boards.**—A Manchester firm wishes to get in touch with Canadian manufacturers of leather boards. Quotations should be for 5 and 10 ton lots, c.i.f. Manchester or Liverpool, and in English money.

57. **Locks.**—A Havana commission firm is open to purchase locks.

58. **Pails, papier mache.**—A Manchester firm wishes to be put in communication with Canadian manufacturers of papier mache or wood pulp pails.

59. **Pipes, clay and cast iron.**—A Havana firm is in the market for a large supply of clay and cast iron pipe.

60. **Roofing Paper.**—A Cuban firm wishes to get in touch with Canadian manufacturers of roofing paper.

61. **Stationery.**—A Cuban firm at present purchasing their stationery in Europe wishes to get quotations from Canadian manufacturers.

62. **Timber.**—A London, England firm of timber dealers are desirous of getting in touch with Canadian manufacturers of timber.

63. **Wheel Spokes, Oak.**—A Manchester firm wishes to be put in touch with Canadian manufacturers of oak wheel spokes.

64. **Wood-working Machinery.**—An enquiry has been received from India for the names of Canadian manufacturers of wood-working machinery. Catalogues and quotations are required.

65. **Wood Pulp.**—A Cuban firm wishes to get in touch with Canadian manufacturers of wood pulp.

66. **Wrapping Paper.**—A Cuban firm is in the market for wrapping paper.

AGENCIES WANTED.

1. **Agency Wanted.**—A Cuban commission agent wishes to secure the agency for some Canadian special lines.

2. **Agency Wanted.**—A Havana commission merchant wishes to secure the representation of a Canadian manufacturer of stationery.

3. **Agency Wanted.**—A Nottingham, England, enquirer wishes to be put in touch with Canadian firms desiring to establish an agency in Great Britain.

4. **Agency Wanted.**—A Lisbon, Portugal representative of an English firm wishes to secure additional agencies from Canadian firms wishing to do business in that country.

5. **Agency Wanted.**—A Melbourne, Australia, mercantile broker wishes to secure the representation of some Canadian manufacturers. Applicant has had many years' successful experience throughout Australia and New Zealand and has wide connections. Excellent references are given.

Special Enquiry.—A Canadian manufacturer who wishes to secure representation in South America would like to hear from some other Canadian manufacturer who has already an agency in South American countries, who would have time to handle additional lines.

CATALOGUE.

Coal crushing, with special reference to the Jeffrey Single Roll Coal Crusher, is discussed in a booklet just received from the Jeffrey Manufacturing Company, Montreal. The machine which the Jeffrey Company describe is neat, economical and efficient. It reduces run of mine coal to stoker size in a single operation. Those who are interested in the business will find the booklet informing and useful.

NEW PATENTS

The following is a list of patents granted by the Canadian Patent Office to Canadians, and furnished by Fetherstonhaugh & Co., 5 Elgin St., Ottawa, Canada.

134,504, F. A. Winterson, Montreal, Que.—Lanterns. C. L. Hewey.
134,506, C. S. Lloyd, Toronto, Ont.—Vehicle Wheels. Assigned to E. G. Lloyd and to P. Smith.
134,510, W. S. Atwood, Montreal, Que.—End Stiffeners for Railway Cars. Assigned to The Canadian Car & Foundry Co.
134,514, John Park, Montreal, Que.—Levers for Attachment of Horse Shoes. Assigned to Park Patent Nail-less Horseshoe Co.
134,821, L. M. Lymburner, Montreal, Que.—Harness Suspension for Fire Stations. Assigned to The Lymburners, Limited.
134,529, L. G. Blatter and C. H. Kloster, Montreal, Que.—Ornamental Mirrors.
134,540, B. B. B. Blizzard, Ottawa, Ont.—Nails.
134,549, A. B. Dunnett, Regina, Sask.—Plows.
134,557, J. W. Guimont, Montreal, Que.—Water Heaters.
134,564, B. Legault, Montreal, Que.—Rail Joints.
134,584, A. W. Taylor, Gananoque, Ont.—Fastening Devices.
134,585, W. Thomas, Vancouver, B.C.—Telescopic Safes.
134,748, R. Roy, Ottawa, Ont.—Arch Files.
134,754, R. Sewell, Trout Lake, Ont.—Apparatus for Preserving Fruits, Meats and other Perishable Commodities. J. C. Smith.
134,765, Alexander Galt Mowat, Toronto, Ont.—Sales-Slip. F. N. Burt Co., Ltd.
134,774, Jno. H. Roedding, Berlin, Ont.—Rubber Shoes. The Kaufman Rubber Co., Ltd.
134,795, Jno. L. McCauley, Vancouver, B.C.; Wm. J. McLean, Bellingham, Wash.—Crude Oil Vaporizers and Burners.
134,807, Ed. L. Ayres, North Vancouver, B.C.—Ware Motors. Ed. L. Ayers.
134,809, D. H. Baird, Ottawa, Ont.—Corset Fasteners. D. H. Baird.
134,815, F. W. Oshawa, Ont.—Trachers for Player Pianos. F. W. Hall.
134,836, Geo. G. Glen, Hamilton, Ont.—Tires for Wheels.
134,844, N. J. Holden, Montreal, Que.—Car Fenders.
134,847, T. Jones, Toronto, Ont.—Brake Shoes.
134,860, Ed. A. Lovell, Bowmanville, Ont.—Photographic Enlarging Attachments for Cameras.
134,866, D. Martin, Chatham, Ont.—Removable Carriage Top Frames, and the method of attaching and detaching same.
134,875, D. H. MacLean, Ottawa, Ont.—Self Aiming and Range Finding Portable Guns.
134,883, R. Pade, Bush Lake, Sask.—Engine Disc Harrows.
134,884, Ed. Rawsen, Montreal, Que.—Loom Pickers.
134,895, F. Thomson, Montreal, Que.—Metallic Switch Boxes.
134,898, A. W. Waite, Frayton, Ont.—Automatic Coal Oil Stove Burners.
134,900, F. Jno. Whitelau, Toronto, Ont.—Valve Removing Devices.
134,903, S. Shephard Ottawa, Ont.—Electric Ozonizers. Stanley Shephard and Wm. P. Shannon.
134,904, J. B. A. Guindon, Montreal, Que.—Rifles. J. B. A. Guindon & I. Belair.
134,911, M. Duchaine, St Bruno, Que.—Hay Presses. W. Duchaine.
134,914, Jno. Wm. Anderson, Hamilton, Ont.—Adjustable Door Tracks and Brackets Therefor. Jno. Wm. Anderson & Allith Mfg. Co., Ltd.
134,948, Thos. Barnard, Toronto, Ont.—Controlling Devices for Electric Motors. The Eastman Machine Co., Ltd.
134,958, V. F. Maulson, C. W. Weaver, Montreal, Que.—Door Checks.
134,975, F. W. Cottrell, Toronto, Ont.—Calks for Horseshoes. F. W. Cottrell.
134,985, H. L. Dougherty, Toronto, Ont.—Art of and Apparatus for Casting Fluid Metals. H. L. Dougherty.
134,987, Wm. Duke, Wiarton, Ont.—Processes for Producing Pure Sugar Beet Syrup. Wm. Duke.
134,994, Jas. J. Henderson, Lucknow, Ont.—Cattle Guards. Jas. J. Henderson.
134,998, H. W. Hunter, Hazlemere, B.C.—Travellers' Suit Hangers. H W. Hunter.
135,003, F. A. Jordan, Sellwood, Ont.—Pulverizers. F. A. Jordan.
135,009, Jas. Langton, Hamilton, Ont.—Tailors' Pressing Machines.
135,010, L. Lariviere, St. Gregoire, Que.—Des perfectionnements nouveaux et utiles aux plaques en acier appelees noulanges servant a moudre grain. L. Lariviere.
135,011, Jno. Leclair, North Bay, Ont.—Releasable Retainers for Cables and the like. Jno. Leclair.
135,013, Jno. Thos. Lockhart, Westmount, Que. Fittings for Piping and Radiator Connections. Jno. Thos. Lockhart.
135,018, Geo. W. Mallory, Blenheim, Ont.—Door Catches and Checks.
135,026, Jas. H. K. McCollum, Toronto, Ont.—Automatic Train Stops and Recorders.
135,034, A. Pletsch, Waterous, Sask.—Game Registers.
135,039, E. Seubold, Ottawa, Ont.—Metal File Boards.
135,040, G. Smith, Toronto, Ont.—Stoves.
135,044, Thos. E. Tomlinson, Tweed, Ont.—Potato Planters

THE MOTOR TRUCK IN THE COUNTRY.

The *Engineering News* recently expressed the opinion that one use for the motor truck to which it would be difficult to place a limit is in direct haulage over considerable distances to save an intermediate railway journey. Direct deliveries may be made by automobiles from a city wholesaler to his customers in towns twenty or thirty, or even forty, miles away at less cost, perhaps, than would be involved in the hauling to the railway station and hauling from the station to receiver at the other end of the route, when the various rehandlings that are made necessary by the railway shipments are taken into account. The saving in cost of packing alone, where this method of delivery is used, may often make its adoption worth while.

"There are large possibilities also in the use of motor-propelled vehicles in industrial plants, shops and warehouses in place of the industrial railway or the overhead carrier, both of which systems are in extensive use," continues the *Engineering News*. "With present-day shop floors of concrete or wood-block paving, motor trucks can be run over them with little more friction than over the rails of shop tracks. A great advantage over the rail system is that the trucks can be run anywhere. There is no stoppage for turntables or switches, or because of cars blocking the line ahead, as happens so often with industrial railways. In such a system, where current for charging is available at low cost and where the loads to be hauled are light, storage battery trucks appear to have great promise. The extent of this one field alone is so great that it will tax the ability and enterprise of many engineers and many manufacturers to adequately cover it."

AMONG THE INDUSTRIES

D. Moore, Qu'Appelle, Sask., will build a flour mill at that place.

The Tallman Brass and Metal Co., Hamilton, are enlarging their plant

Frank Lindsay, Winnipeg, is building a $130,000 office building in that city.

The Preston Car and Coach Co. will build an addition to their plant in Preston.

The Crown Furniture Company have awarded the contract for a building in Preston.

The Buffalo Shed Company are erecting a factory building in Preston, Ont.

Brick Limited, Oshawa, will establish a $40,000 brick plant near that town.

Geo. Pattinson & Co. are building a $60,000 addition to their factory in Preston, Ont.

The Algoma Central Railway will build a new depot at Sault Ste. Marie.

The Nova Scotia Auto and Motor Co. are building an automobile and carriage factory in Kentville, N.S.

The McGlashan Clark Co., Niagara Falls, Ont., have just completed an addition to their factory.

The Beaver Board Co., Buffalo, have purchased a site in Ottawa for a Canadian branch.

It is reported that the T. S. Simms Company, of St. John, N.B., may transfer their business to Fredericton, N.B.

The Vancouver Island Clay Products Company will establish a tile and brick plant near Nanaimo, B.C.

The Maple Leaf Milling Company, Brandon, Man., are building a forty thousand bushel elevator in that city.

The Canadian Flax Mills will build a factory in Drayton, Ont. The town is granting a loan, free site, etc.

Moirs, Limited, Halifax, N.S., will build a $12,000 addition to their factory in that city.

The Canadian Western Lumber Co., Fraser Mills, B.C., will erect mills at a cost of $300,000.

The Sweet Machinery and Foundry Co., of North Bay, will establish a small machine shop at Cobalt.

Work is in progress in Berlin, Ont., on a factory for the manufacture of polishes and chemicals.

The Otis-Fensom Elevator Co. are considering an addition to their machine shop in Hamilton.

The Reinhardt Salvador Brewery, Toronto, will erect a new plant on the Don Esplanade.

A factory for the manufacture of gas-making machines will be built in Vancouver by L. B. de Laitte.

The National Biscuit and Confection Co., Vancouver, will build a three-storey addition to their plant.

Frederick Stearns & Co., Windsor, will build an addition to their factory this year.

The Robert Simpson Co., Halifax, N.S., will build a canning factory at Aylesford, N.S.

The Canada Car and Foundry Co. will enlarge their car building plant at Amherst, N.S.

Merchants Bank of Canada will build a $75,000 branch bank building in Halifax, N.S.

The McLellan Lumber Company, Vancouver, will build a sawmill at Ladner, B.C.

A brick-making plant is proposed for Oshawa. J. D. Storie, of that town, is interested.

The Traders Bank will erect a branch at Fort William at a cost of $30,000.

The C.P.R. will erect a $60,000 brass foundry in connection with their Angus shops.

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SAMPLE AND REPAIR WORK UNDERTAKEN

R. J. LEVY

MANUFACTURER OF OXYGEN

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The McLaughlin Carriage Co. will erect a warehouse in Saskatoon.

The Bain Wagon Co., Woodstock, will build a $25,000 addition to their factory.

The Oxford Knitting Co., Woodstock, will add a $30,000 building to their present mill.

The Dodge Manufacturing Co., Toronto, are adding a $35,000 warehouse to their plant.

The Canadian Rand Co., Montreal, are considering the erection of a warehouse at Lethbridge, Alta.

It is reported that the Dominion Turpentine Co. will erect a plant at Sudbury at a cost of $250,000.

The Rhodes Railway Equipment Co., New York, will estab lish a branch in Toronto.

The Schuscht Auto Co., Cincinnati, O., will establish a branch plant in Hamilton.

The Sawyer Massey Co., Hamilton, have in contemplation additions to their plant in that city.

Ritchie and Ramsay, manufacturers of coated papers, New Toronto, will build an addition to their plant.

The Pacific Electric Heating Company will manufacture in Vancouver, factory premises having already been secured.

The Standard Underground Cable Co. are building a factory in Hamilton for which H. G. Christmas has the contract.



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INDUSTRIAL CANADA

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COMMENT OF THE MONTH.

The Future.

WITH the defeat of reciprocity, the industrial field has been cleared of the smoke of political battle. The conditions under which development will take place for some time to come have been definitely fixed. The tariff has been removed, for the present at least, from the subjects of party controversy. The Canadian people have stated clearly their belief that a protection of all our industries is the true national policy. The work of Canada now is to take advantage to the full of the resources that are hers—natural resources of abounding wealth, a constantly-expanding home market for farmers and manufacturers, and plenty of scope for our workmen's activities. Canadians have much to do in the opening up of the country to east and to west. Much has already been accomplished, but much more remains yet to do. We have railways to build and waterways to improve, agricultural land in the northern part of the older Provinces, just now being made accessible by railway lines, to be brought under cultivation; the West to be settled by select immigrants; and big problems affecting labor and capital to solve. In giving an unqualified approval of the principle of protection, the people of Canada have cleared the way for an intelligent consideration of the many questions which have necessarily been held in abeyance during the recent campaign. Canadians can now devote their whole attention to the internal development of the country.

The Convention.

POLICIES of importance are being accepted and rejected these days with some rapidity. It is a time when sane judgment and wise deliberation are greatly needed. At the annual Convention of the Canadian Manufacturers Association, to be held in Toronto from October tenth to twelfth, more than usual importance will attach to the discussions in view of the many problems which must be considered. The past year has seen many questions arise which intimately affect manufacturing interests. The tariff has been most contentious but other problems are up which are little less important than it. Recent developments in the United States make probable a rearrangement of freight rates throughout Western Canada. A reduction in rates on manufactured goods from Eastern Canada to the West would be of inestimable value, making possible a competition against the cities south of the line which at present is very difficult. Again the question of compensation to workmen who are injured while working at their trade is a live one in practically every Province in the country. On what system shall such compensation be paid? How can the burden be decreased by the avoidance of accidents? These are but a few of the problems which, having had the careful attention of committees of the Association all year, will be reported on at the Convention. The correct solution of them depends on the attendance of a large number of

members, who will be able to bring to the discussions the knowledge of the conditions obtaining in many districts and in many industries. Members should make every effort to be present at this annual meeting.

Ask for Compulsory Arbitration.

TO speak of compulsory conciliation is like speaking of bitter sweet. The words are incongruous. Yet the Trades and Labor Congress, at its annual meeting in Calgary a few weeks ago, urged that the decisions of Conciliation Boards under the Lemieux Act be made binding on both parties. Such a suggestion manifestly strikes at the root of the cure which the Lemieux Act aimed at effecting. What has been accomplished during the two years and more of its operation has been accomplished distinctly through conciliation. The Congress would turn the Conciliation Boards into Arbitration Boards, a change which would undo the progress which has been made in recent years in bringing about a satisfactory spirit of co-operation between employers and employees. Compulsory arbitration has not been shown to be a practicable method of solution for labor troubles. The evil is inherent in it; it is impossible to compel a body of men to work if they do not wish to, just as it is impossible to compel a manufacturer to operate his plant if he wishes to close it. Conciliation is another matter. It does not say that after employer and employee have presented their cases and argued out their rights and wrongs neither shall be allowed to follow his best judgment. It merely states that given a Board which is competent to draw out from both sides a complete statement of their cases, with a fair chance for each to show the favorable or unfavorable conditions under which employment is offered and held, in the great majority of cases the fair and reasonable contentions of each will be recognized by the other and the conference will result in an amicable settlement. The strength of this method of settlement for disputes is that the actual arrangement is made between the two interested parties. In a system of compulsory arbitration a third party makes the settlement—surely a radically different matter. The Trades and Labor Congress in asking for compulsory arbitration is opening up a discussion on an entirely speculative scheme for the elimination of strikes and lock-outs.

The Rise of Towns.

LAST month we called attention to the recent decision of the Interstate Commerce Commission whereby the discrimination against the Western inland towns of the United States was to some extent at least removed. Its bearing on Canadian transportation conditions is of first importance. Unless Canadian roads make the same reductions in favor of Regina, Calgary, Edmonton, and the other middle western centres, these places will be supplied with United States goods from the distributing points across the border. Already this is being done to a very large extent—more so than most people think. If the West, however, is subjected to the rates now in force, based on the tariff to the coast plus the rate back, the gates will be thrown open to a foreign invasion. Luckily, there is every reason to believe that a new system of rate making will be adopted and that no longer will the Middle West be tributary to the coast. What this will mean to the wholesale centres of that district can scarcely be comprehended. It is said that every Monday morning in the summer months seven hundred travellers leave Calgary alone. The trade of the vast region comprising Western Canada is of colossal proportions, and is growing with great rapidity. The source of supply for all this market depends pretty much upon the railways. They have the decision within their own power, subject only to such regulation as the Board of Railway Commissioners cares to apply, as to what cities shall be set up as distributing centres and what cities shall be just ordinary market towns. For many years Winnipeg supplied the West. More recently the business has been distributed among a number of the growing cities. The Far West, however, was reserved for the coast cities, and still is to a very large extent. If the railways decide, as a result of the changed conditions in the United States, that the inland cities should get the benefit of lower rates, there will be a complete re-arrangement of the business situation. Not that the coast cities will feel a loss of trade, for the rapid growth of the coast towns and the regions naturally tributary to them is such as to more than compensate the distributing centres for any falling off farther inland. The result, however, should be a greater diffusion of prosperity among the cities of the Middle West.

Rights of Extra-Provincial Companies.

THE vexed question of the rights of incorporated companies under various Extra-Provincial Licensing Acts is discussed by F. W. Wegenast in a seventy-six-page book, just issued by the Canadian Manufacturers Association. We shall not attempt to synopsize a book which is already as condensed as is consistent with a clear statement of the facts. Mr. Wegenast sketches the operation of these Acts in the various Provinces and shows the development of the Provinces' powers as the scope of business has increased. So many manufacturers have been brought face to face with the workings of this class of legislation, particularly as exemplified in the extreme Act in force in British Columbia, that there was urgent need for an authoritative statement on the whole question. This has now been provided. Members of the Association will be provided with copies free of charge on application to this office.

Economic Use of Resources.

CONSERVATION of natural resources, conservation of created resources; and conservation of human life and health, these comprehend the great work of the nations of this continent for the coming generation; conservation of our natural resources, the perpetuation of our forests and our fisheries, the preservation of the fertility of our soil, the maintenance of streams and waterways, the economic production of our minerals; conservation of our created resources, the elimination of the disastrous annual waste from fire, the reduction of loss through uneconomic building methods; conservation of human life and health, the improvement of sanitation, the checking of disease, the betterment of the living conditions of the people, the abolition of congested districts and dark rooms. The work has begun; that is to say, an appreciable number of people have come to realize that there is a problem to be solved and have entered upon its solution with earnestness and enthusiasm. We have but to refer to the work being carried on by the Canadian Commission of Conservation, so far chiefly educational, but also in many ways aggressively constructive. The Canadian Forestry Association is an important supplementary organization, whose work is being done with judgment and ability. In the work of developing a public conscience regarding criminal waste through the occurrence of preventible fire, individual advice and suggestion have been so far practically the only force. Yet we have a loss greater than the entire sum spent on education annually. The subject, however, is alive and the campaign of education which is being carried on by insurance companies and business organizations will, it is believed, become effective before long. Business men can be shown the economy of erecting buildings that are fireproof and installing appliances that will protect the contents if it can be proved that a saving in insurance premiums will follow. This is being done. Finally, a real movement for the betterment of living conditions is in progress. Slums are being cleaned up, a concerted attack is being made on the curse of tuberculosis, more rational methods of maintaining large masses of city populations are being put into force.

Parcels Post.

HOW to minimize the cost of distribution is one of the most urgent problems before the people of this country to-day. The problem has been solved to some extent in the countries of Europe. The producer and consumer are brought together with few intervening barriers. In England the Post Office makes it possible for the producer of goods up to a weight of eleven pounds to send them to the consumer in any corner of the islands at a few cents for carriage and no intermediate charge. Germany has gone far beyond this. Everything, from the smallest article to the one hundred and ten pound shipment, is carried by the Post Office at a few cents a pound, and is delivered to the door of the consignee. In Canada, a parcel that weighs aver five pounds is refused by the Post Office Department, and what is accepted under that weight is assessed at a rate that makes Parcels Post practically impossible.

For parcels to be delivered within the boundaries of Canada the regulations and rates are as follows: Merchandise of any kind not included in the first, second and third class rate classes, can be sent at a rate of sixteen cents a pound, in parcels not weighing more than five pounds. The limit of size is thirty inches in length by twelve inches in width or depth, but the combined length and girth of any packet must not in any case exceed seventy-two inches. For parcels to be sent outside of Canada, the following regulations obtain: Eleven-pound packages may be sent from any point in Canada to the following countries at a flat rate of 12 cents a pound—Bahamas, Barbadoes, Jamaica, Leeward Islands, Mexico, St. Lucia, Trinidad, United Kingdom. In the case of Great Britain by the payment of an extra charge of ten cents, the parcel will be delivered by special messenger. This constitutes an express service. For parcels to Bermuda, Hong Kong and British post-offices in China, the same regulations hold, with the exception that for the first pound the charge is sixteen cents, and for each succeeding pound twelve cents. Finally, to Newfoundland the rate is twelve cents a pound, and parcels are limited in weight to seven pounds.

* * *

The question of Parcels Post has an intimate relationship to the cost of living. A writer in *Pearson's Magazine* says: "If the United States Post Office were allowed to carry parcels, as do the postal departments of England and Germany, the charges for the distribution of household supplies would be so lessened that the cost of living would be immediately and greatly reduced, and the postal deficit wiped out." The same restrictions which obtain in the United States are no less effective in Canada. The domestic rate of sixteen cents a pound means $320 a ton. This is prohibitory. In addition, the regulation limiting the weight of parcels to five pounds makes conclusive the governmental policy not to interfere with the express companies in their business of rapid carriers. A glance at Germany shows what can be done by the postal department. There, parcels are carried for one-third of a cent a pound from one end of Germany to the other, and the limit is fixed at one hundred and ten pounds. The butter and cheese producer ships directly to the consumer; fruit can be sent with cheapness and despatch without the intervention of a horde of middlemen; every class of merchandise is handled by the department and is delivered to the door of the consignee. The reason for the ability of Great Britain or Germany to give a cheap parcel delivery service lies in the fact that the Government already has an elaborate and highly-developed organization covering the entire country, carrying on a very similar service to that of parcels post. It required little additional capital outlay and no new organization to adapt the existing machinery

to the broader work. Hence at rates far below those in force in Canada—in Great Britain an eleven-pound parcel can be sent to any point in the United Kingdom for twenty-two cents, and in Germany the charge is from six and a quarter cents a pound up—a service is given which actually relieves the postal department of the deficits from other and more costly branches of the service.

* * *

Again attention is called to certain anomalies existing at present. For instance, an eleven-pound parcel can be sent from Great Britain to any point in Canada by mail, whereas nothing over five pounds can be sent between two post offices in Canada. Moreover, a parcel can be sent from Liverpool to Toronto more cheaply than the same parcel could be sent from Ottawa to Toronto. Finally, a parcel can be sent from Montreal to Hong Kong at a considerably lower rate than that obtaining between Montreal and Ottawa. Under the circumstances it would seem that a consideration of the question of parcels post is one of great moment to the people of Canada at the present time.

The Car Supply.

AT this time of year the question of the car supply becomes of general interest. As soon as the grain begins to move there sets in a contraction of the supply of available freight cars with a consequent inconvenience to the shippers of Eastern Canada. This year there has been no indication so far of a real shortage. In the United States one of the most serious indications in the business outlook has been the quietness of traffic on the railways. The surplus of cars has been great. Happily the last week shows an improvement to such an extent that not for a year have there been so many cars in active operation. On Canadian roads the same slackness has not been seen, although there has been no suggestion of trouble through a lack of cars. What effect the big harvest will have in drawing the empties to the West remains to be seen. We trust that in the laudable effort to haul the wheat to the market the railways will not unduly starve Eastern shippers. The prompt distribution of manufactured goods is of the utmost importance if the wheels of industry are to be kept running smoothly.

Select Immigration.

IMMIGRANTS who will add to the strength of our national life are the most urgent need of Canada today, according to Mr. T. W. Sheffield, of Regina, who has just issued a booklet on this important subject. Mr. Sheffield makes an appeal for a larger immigration from the middle classes of Great Britain, a condition sincerely to be desired. The opportunities for farmers and others who have amassed a little capital are numerous. In the first place great areas of excellent farm land in close proximity to one of the three transcontinental lines of railway can be purchased with small capital. This, the writer thinks, should appeal to the agricultural tenants and small farmers who in England for various reasons are unable to acquire enough land to operate on a profitable basis. For those whose natural aptitudes or previous training makes business more attractive, there are the openings offered by the new towns which are constantly springing up, necessitating the giving of a merchandizing service to the surrounding country.

* * *

That soundness in our immigrants is more important than numbers cannot be doubted. The countries of Europe during the centuries that have passed have accumulated many impossibles, the off-shoots of society who are incapable of earning a living, the diseased in body and mind, the hereditary paupers. For these Canada has no place. This is not said in a spirit of selfishness, nor with the intention of cutting off opportunities from those who earnestly desire a chance. But Canada in the years to come will have problems to face which will require for their solution a race of strong men, men who understand the meaning and value of liberty. Men of this stamp must form the bone and sinew of the race, and from no class can they be derived so favorably as from the peasantry of Great Britain. Hence the appeal for more select immigration. Mr. Sheffield in his pamphlet discusses how the right classes may be attracted to Canada. He has opened up a subject of compelling interest.

Invoices from Brazil.

A PROTEST has been entered by the members of the London Chamber of Commerce especially interested in Brazilian trade against a practice which has grown up of late of undervaluing and misdescribing goods shipped to Brazilian ports. This, it is maintained, is being done systematically by means of fictitious invoices of merchandise and machinery shipped to Brazil. The practice which is being worked between dishonest exporters and importers has caused the Government to lose much revenue, and has operated greatly to the disadvantage of legitimate dealers. A petition setting forth the facts of the case, and supported by the evidence of other Chambers of Commerce in Great Britain, has been presented to the Brazilian Minister in London, and it is hoped that the objectionable practices will be ended. Since Canada has established two commercial agencies in South America, the methods in which business is conducted in the southern republics become of greater interest to us. Already some trade has been developed with Brazil and Argentina, and under favorable conditions this trade should expand rapidly. Canadian shippers will join with the British Chambers of Commerce in hoping that loose methods of passing invoices be eliminated by the Customs Department of Brazil.

Our Future Policy.

IT seems unlikely that any government in Canada will play with the fire of free trade for many years to come. The gratuitous introduction of the reciprocity proposals when business was good and all classes were prospering, gave a striking opportunity to the people of Canada to pronounce on the whole question. The election was not clouded with a number of issues. Its result was a clear-cut rejection of the idea of lowering the barrier to foreign producers. Any other answer would have been fatuous. Here we had at our borders a most notable example of the ability of a nation on this continent to become almost self-sufficient. In a few short years the United States have shown an internal development unheard of in industrial history before. With this object lesson before us and with a knowledge that we have practically the same natural advantages as they had, how could we do other than seek a like development, profiting alike by their successes and their failures? It was not by trading raw materials for finished products that the United States gained their present preëminence. And so with Canada. The people have spoken. Canada will now go ahead developing her own resources, utilizing her own population in the fashioning of her manufactured goods, and providing within herself the chief market for the produce of her farms. Development of her resources will take place rather than exploitation. A fair protection to all industries has been fixed as the national policy.

Comparison of Rates.

A STATEMENT in the financial columns of a Toronto newspaper concerning the relative cost of freight transportation in Canada and in the United States is open to question. "The average freight rates," according to this report, "charged by the Union and Northern Pacific per ton per mile, for ten years, figure out 97 cents and 89 cents respectively, compared with 76 cents on the Canadian Pacific." A comparison of rates per ton per mile is altogether fallacious unless the freight carried be of the same class. In the case of Canadian roads over seventy-five per cent. is raw material, earning the minimum rate, but also netting the maximum of profits. The twenty-five per cent. is merchandise and manufactured goods, which move at varying higher rates. They, however, are carried in smaller lots, more shorter distances, are difficult to load and unload, and do not load up to a car's capacity. On the other hand raw material, including grain, while cheaper in rate, is moved by the train load and at a minimum of cost. Every car is loaded to its capacity, and the loading and unloading is done at the shipper's or consignee's expense. A train load of iron or wheat or coal is more profitable to a railway per ton per mile than a train load of merchandise, even though the gross revenue from the latter is much greater than from the former. Therefore, when it is said that the rates are higher on United States roads than on Canadian roads, the whole facts are not given. Are they higher on stoves or farm implements or furniture? That is the interesting question. It is stated that the rates on grain are actually more favorable in Canada than in the United States. In a recent case which came before the Interstate Commerce Commission of the United States, it was shown that the rates on grain from North Dakota were lower than from South Dakota, and the reason given was that the railways in North Dakota had to compete with the lower rates of the Canadian roads. We have not heard it said, however, that the competition of Canadian roads from the East to Western Canadian cities is such as to force any general reduction in the United States.

Programme for Convention.

BUSINESS sessions will be held morning and afternoon on Tuesday and Wednesday, and on Thursday morning, October 10th, 11th and 12th. On the evening of Tuesday a double programme will be put on in the American dining-room of the King Edward. At 8.15 p.m. Mr. Schwedtman will give his most interesting address on the Prevention of Accidents to Workmen. The address will be illustrated by a series of lantern slides. Following this address a smoker will be held, for which every possible arrangement is being made. Light refreshments will be served, and it is believed that a programme of great interest and amusement will be provided. This will be the best opportunity during the Convention for the members to get acquainted with each other. It is expected that there will be a large attendance at this function. Wednesday night is left free for the visitors to visit friends or to attend the theatres. On Thursday afternoon an automobile drive will be provided for the ladies, with lunch at the Lakeview Golf and Country Club. The drive will commence at two-thirty and the party will be back in time for dinner. On the same afternoon the men are invited to visit the plant of the Canada Foundry Co. On Thursday evening the Convention banquet will be held at the King Edward. An interesting list of speakers and a programme of music will follow the dinner. On the same evening a theatre party has been arranged for the ladies at Shea's. An after-theatre lunch will be served at the King Edward. A large attendance is expected.

The Convention Number.

THE November issue of INDUSTRIAL CANADA will contain a complete report of the convention proceedings, including the reports of standing committees and the discussions which take place on them. As the reports contain a resume of the work of the Association during the past year they should be read carefully by every member. Only in this way will it be known how wide-spread are the activities of the various departments of the Association.

MAIL TO AUSTRALIA AND NEW ZEALAND

It has been drawn to our attention that considerable delays have been caused in the delivery of mail to Australia and New Zealand, through the improper routing on the part of the sender. In one case a letter dated April 27th, from Hamilton, Ont., was only received in Melbourne, Australia, on August 1st. To help in the elimination of delays as much as possible, we publish herewith the dates of delivery of mail via Vancouver and San Francisco during the next few months:

BY THE CANADIAN-AUSTRALIAN ROYAL MAIL LINE, VIA VANCOUVER:

	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	April	May	June	July	Aug.
Toronto	26	24	22	19	16	15	12	10	7	5	2
Montreal	26	24	22	19	16	15	12	10	7	5	2
	Nov.										
Vancouver	1	29	27	24	21	20	17	15	12	10	7
Victoria	1	29	27	24	21	20	17	15	12	10	7
		Dec.	Jan.								
Honolulu	8	6	3	31	28	27	24	22	19	17	14
				Feb.	Mar.	April	May				
Suva	17	15	12	9	8	5	3	31	28	26	23
								June	July		
Auckland, N.Z.	21	19	16	13	12	9	7	4	2	30	27
										Aug.	
Sydney, Australia	25	23	20	17	16	13	11	8	6	3	31

BY THE UNION STEAMSHIP COMPANY, VIA SAN FRANCISCO:

Leaving—	Oct.	Nov.	Dec.	Jan.	Feb.	Feb.	Mar.	April	May	June	Jul	Aug.
Toronto	12	9	7	4	1	28	28	25	23	20	18	15
Montreal	12	9	7	4	1	28	28	25	23	20	18	15
						Mar.	April	May				
San Francisco	18	15	13	10	7	6	3	1	29	26	24	21
Arrive—	Nov.	Dec.	Jan.	Feb.					June	July	Aug.	Sept.
Wellington, N.Z.	9	7	4	1	29	28	25	23	20	18	15	12
Sydney, Australia	14	12	9	6	5	2	30	28	25	23	20	17
							M r.	April				

FREIGHT CLAIMS

SO long as transportation is carried on there will be some shortages in shipments and damages to goods in transit. A railway company will minimise the troubles arising under these heads. No company can altogether eliminate them. The transportation department of a Canadian manufacturing company has issued the following circular letter to its customers on the subject:

To avoid any misunderstanding, please bear in mind the fact that as soon as a shipment made by use is received in good order by the Transportation Company *our responsibility ceases and the goods belong to you.*

If you do not receive all the goods covered by our Bill of Lading and Memo. of Shipment, then the Transportation Company is responsible to you for your loss, and when paying the freight charges and signing for the goods you should have the number of cases short, or the damage, cause and extent of same, noted on your "Freight Paid Receipt" and signed by the Transportation Company's representative.

It is not uncommon to discover "concealed damage" after the goods have been signed for and delivered and charges paid. In such cases cease unpacking immediately the damage is discovered and call upon the Transportation Company to send a representative to inspect the goods. Also have him note the extent of the damage and condition of the package on your freight paid receipt and sign the same.

When you desire to enter claim return to us the "Memorandum Bill of Lading," if possible, and we will mail you the "Original" for claim purposes.

When sending your claims to the Railway Agent of the Transportation Company who delivered the goods, support it by the following documents: Certified copy of shippers' invoice, original bill of lading, and freight paid receipt, bearing the notation already referred to, and accompany all papers by a letter giving such explanation as may seem necessary in connection with your loss.

Retain copies of all papers sent the Railway Company, as sometimes they are lost and duplicates are required. Enter the account in your "Ledger" and record the Railway Company's claim number opposite the account. When corresponding about your claim you are always sure of a prompt reply by quoting the Railway claim file number.

HARDWOODS GROWING SCARCE

Canada is dependent for its lumber supply on the soft woods of the forest much more than is the United States, as seen from the 1910 Forest Products report compiled by the Dominion Forestry Branch and shortly to be published. Of the 1910 Canadian lumber cut amounting to nearly five billion feet, only one-twentieth consisted of hardwoods or broad-leafed trees, worth barely five million dollars; on the other hand almost one-quarter of the lumber cut in the United States consists of hardwoods, which country had far greater hardwood forests than ever did Canada. Canada is already feeling a shortage of the hardwood supply and makes up the national deficiency by importing annually from the United States, hardwood lumber to the value of seven and a half million dollars. Thus the value of the hardwoods imported into Canada during 1910 exceeded by 50 per cent. the value of the hardwoods manufactured into lumber. Nearly all of these imports are from the United States and consist of the most valuable species, such as oak, hickory, tulip or yellow poplar, chestnut, gum, walnut, cherry, and a large amount of hard pine which is so frequently used as a hardwood. From these above figures it is seen that we are becoming more and more dependent upon the United States whose available supply for export is surely and rapidly decreasing. Whatever can be done to improve the resources of Canada by the elimination of wood waste, and particularly by the development of the small wood lots of Ontario, Southern Quebec and the Maritime Prvinces, should be done with all possible speed.

NEW ZEALAND CUSTOM DECISIONS

The following regulations regarding the importation of motor cars into New Zealand is contained in a recent number of the New Zealand *Gazette*:

(*a*) That, in order to arrive at the correct basis of value for duty of the bodies and accessories of motor cars, the invoices for such cars shipped to New Zealand, after the 30th September, 1911, shall be expected to show, in addition to the price to be paid for the complet car, a statement showing the price ordinarily charged for home consumption in the country whence exported of the chassis, tires, body, foot-boards, mudguards, lamps, and any other accessories when sold separately, also the usual and ordinary trade discount on such articles when sold for home consumption in the quantities appearing in the invoice.

(*b*) That a declaration in the following terms shall be made on the face of each invoice by the manufacturer or supplier, or by some person authorized on his behalf:

I, , manufacturer or supplier of the goods described in this invoice, do hereby declare that the prices shown therein for the complete car and for the several parts as separately stated, are, at the present time, not less than the prices charged to purchasers of similar cars and parts when sold for home consumption in similar quantities in this country.

Witness: Signature:

Date: Date:

THE CONVENTION CITY

After a few Years Absence the Canadian Manufacturers Association Meets Again in Toronto. Many Changes and Developments.

THE privilege of entertaining the Association at its Annual Convention this year has fallen upon Toronto. Much is said of the growth and evolution of western cities, but no place in Canada would show such development in the same time as Toronto has since last the Convention was held there five years ago. The casual visitor only sees it in the rise of an occasional high building or handsome bank, or in the added crowds that make traffic on the down-town streets a matter of difficulty. The one who gets away from the business section sees it in the tremendous expansion of the area of the city, the rapid growth in the number of residences, and the multiplication of public and educational institutions. A new city has arisen in half a decade.



YONGE STREET BY NIGHT.

"Toronto has an Ambition to become the Best Lighted City on the Continent."

Has Toronto become more metropolitan as it has grown in population and area? A municipality, it has been said, may be a city in size, but a village in ideas. A few years ago the press of the Province were wont to shoot shafts of satire at the Province's big city. Whatever may may have been the justification in those days, there is little now. Toronto has assumed the responsibilities of a city. All that is required to prove this is a glance at the projects that are under way at the present time.

An earnest attempt has been made to provide an adequate and pure supply of water for the citizens. Few of the citizens themselves realize the extent of the work which has been in progress at the Island for the past two years, in the construction of a filtration plant, through which every gallon of the city's supply will pass. The work is one of great magnitude requiring the expenditure of much money. The citizens have undertaken it willingly. It represents one of the penalties of being big.

Again in establishing an electric service for light and power the city has recognized its responsibilities to the individual. The visitor to the city who has not been here before within the past year, will be struck with the fine system of street lighting which has been installed. This is the civic hydro-electric system, which at great capital cost has been instituted with the idea of bringing cheap light and power to the city. Toronto has set out with the idea of being the best lighted city on the continent. She is fast making good her boast. Again in this we have an example of large civic foresight, the laudable idea of giving the citizens the best possible service at the least possible cost.

More daring is the proposal to give the citizens a better street car service, a proposal which has materialized to the extent of commencing operations on civic lines in the new outlying districts. A street railway company with a franchise seems to be the most immovable object known to science. In the face of a popular uprising they would issue watered stock. In Toronto the warfare between the city and the company goes back beyond the memory of man. The company refuse to give a service beyond the area included in the city limits when the charter was issued, unless under impossible conditions. Civic car lines are the result.

PREVENTION OF FOUNDRY ACCIDENTS

Care on the Part of Workmen would Prevent Many Accidents in Factories. Some Precautions which should be Insisted on by Foremen. The Right and Wrong Way.

PREVENTION of foundry accidents has been taken up as one of its chief works by the National Founders Association of Detroit, whose official publication, *The Review*, is publishing from month to month, illustrated articles indicating methods of overcoming the more common sources of trouble.

It is a true saying, as a writer in *The Review* points out, that "what is everybody's business is nobody's business," and this saying applies directly to the examination and care of chains, hooks, etc., employed in the foundry. There is no doubt but that many accidents result from the crystallization of these chains and slings from their use when cracked, and the failure to properly anneal them at stated times.

Foundry proprietors or foremen should make it the business of someone to carefully examine hooks, chains, slings, etc., in the foundry, at least once a month. This person should have authority to take them out of use, send them for repairs, and be held responsible for their condition. At least twice a year, all chains, hooks, slings, etc., should be properly annealed, which is a very simple operation and could be done in the foundry any Saturday night without a great deal of trouble. By building a fire of wood or coke in one corner of the foundry, putting all chains, hooks, slings, etc. on it, and heating them to a cherry red, then covering them up well with sand and allowing them to remain until Monday morning, they will be very well annealed, annd the danger of breakage by crystallization will be overcome



The Right Way of Pouring Hot Metal.

In these days of overhead cranes, where large loads are carried over the heads of men, the men become so accustomed to the operation that they fail to move from under the load, and unless the chains, hooks, and hitches are in first-class shape, the danger of accident is materially increased.

Position in Pouring.

Many a man has spent weeks nursing badly burned feet because of the very careless position in which he stood when pouring a mold. Some molders invariably get their feet directly alongside the mold when pouring. In case of a run-out the molder is almost sure to burn his foot severely.

Any molder who thinks about these matters a little bit, will easily understand that he can take a position which will almost entirely eliminate the possibility of a burn from a run-out. The feet should be kept well away from the mold, resting the ladle on the knee, and by stooping slightly, a very easy position can be assumed. This will bring the feet entirely out of the danger line. A good many molders are habitually careless about this, and no one is really to blame, except the man himself, if he gets burned in this way.

The foreman of a foundry should see to it that every man who carries a hand ladle is taught the proper way to carry it, so that the danger from burns, both to himself and others shall be reduced to the minimum. A hand ladle should be carried close to the floor and behind the man when he is walking. Should any iron spill out of the ladle, there will be no danger of it striking on his foot, and very little danger of its flying to any extent. This is by far the easiest way to carry a ladle, so far as muscular exertion is concerned, and the only safe way besides.

Molders should always examine their ladles before a heat, and satisfy themselves thoroughly that the skull is in good shape, that it is thoroughly dry and ready for use, while there is yet time to correct any thing that may be wrong.

Every hand ladle should have a shield on the shank to protect the hand as much as possible from the heat of the iron, and the wearing of gloves, mittens, and wrapping the hands in rags, should be absolutely prohibited. It is not necessary to protect the hands in any way with gloves or rags if each hand ladle is fitted with a shield. This shield should be kept in shape, and not allowed to get broken and left off.

Many a burn has taken place at the spout while some molder was cutting the stream with his ladle, which is absolutely without excuse. If the stream is always cut to-

ward the furnace; or, in other words, if the ladle is moved toward the furnace in cutting the stream, the sparks and shot will go against the furnace. If the stream is cut outward, the shot fly directly toward the men standing around, and a burn to someone is almost unavoidable. Ladles should never be filled brimming full, however anxious the man may be to get poured off. The ladle tapper at the cupola should be instructed by the foreman not to fill the ladles dangerously full. If the molder is in doubt as to whether he has sufficient iron or not for his piece, it is much safer to have a hand ladle brought to the molder, than to carry a ladle which is running over and slopping iron, to the danger of everyone who may be near.

Whenever a hand ladle or bull ladle burns through or "cuts through" it should be immediately set on the floor, so that there will be no spattering of the iron, and the iron will simply run out of the ladle into the sand. It is very dangerous to proceed a single step after the iron has begun to drop from a ladle which has "cut through," because the hole enlarges so fast that it not only ruins the ladle but makes the possibility of an accident almost a certainty.

The cuts on the two succeeding pages will indicate the right and wrong way to "cut the stream."



The Wrong Way of Pouring Hot Metal

Oil as a Locomotive Fuel.

The advent of fuel oil has become an important factor in railway locomotion. It is estimated by the United States Geological Survey that from 20,000,000 to 25,000,000 tons of coal per annum are replaced by oil, and a large part of this is used by locomotives.

In this connection there is interest in a statement which will appear in the forthcoming petroleum report of the Geological Survey, showing the extent to which oil is used as a locomotive fuel. The author of this report, David T. Day, computes the total length of railway lines operated during 1910 with petroleum as a fuel to be 21,075 miles, a trackage practically equivalent to that of five transcontinental lines stretching across the United States from ocean to ocean. The number of barrels of fuel oil used by the railroads (42 gallons per barrel) was 24,526,883. This includes 768,762 barrels used by the railroads as fuel other than in locomotives. The total number of miles run by oil burning engines during the year was 88,318,947. This would have carried one engine or train around the world approximately 3,530 times.

The advantages of oil as locomotive fuel over coal have been stated by Eugene McAuliffe as many. They include decreased cost of handling oil from cars to engines, with practically no loss by depreciation due to such handling; evaporation losses suffered by coal as not applying to oil; saving of time at terminals for engine cleaning and providing increased mileage per engine, the oil capacity of the tender being about 150 per cent. of that of coal; freedom from physical failure of firemen in extreme hot weather; delivery of oil being unaffected by labor conditions, the coal situation necessitating in some instances heavy storage at great expense; greater cleanliness in handling all passenger trains, lack of smoke and immunity from right-of-way forest fires.

The expense of equipping the average locomotive to burn oil is about $800, and the cost of large steel storage tanks is about 25 cents per barrel; but the necessary terminal facilities for handling oil cost 50 per cent. less than the amount required to handle coal.

BUSINESS CONDITIONS.

Dun's Report of business conditions, issued on September 30th, contains the following resume: There is nothing in the industrial and mercantile situation to correspond with the commotion recently prevailing in the financial markets in this and other countries. While the promotion of large enterprises is checked, and conservatism is the rule in all branches of trade and industry, supplies in nearly every line are so narrow, and immediate requirements of a constantly increasing number of consumers are so large, that the volume of business is very extensive. Moreover, with good weather, and with crops well harvested, there appears in most sections a noticeable, even if moderate, increase in activity, while mercantile and credit conditions are sound. There are present signs of returning composure in the securities markets. Further price reductions in iron and steel benefit trade, and greater confidence is shown as to the future. Unfilled orders are large, and the foreign and domestic inquiry for rails is one of the recent encouraging features. This trade, on the whole, displays less sensitiveness to financial conditions than has been customary in the past. The recent improvement in dry goods is maintained, with a noticeable export movement and quickened domestic demand for immediate needs. Woollens and yarns are in improved request. Purchases of leather are considerably heavier. Bank clearings this week are 1.3 per cent. larger than last year outside New York and 17.7 per cent. heavier in New York; comparisons with 1909 show decreases of 0.8 and 4.6 per cent., respectively.

TRACING FREIGHT SHIPMENTS

Some Reasons Advanced by Shipping Manager for Delays. The Responsibility does not always Rest with Transportation Company.

WHERE does the responsibility chiefly lie for slow and delayed freight shipments? The question has caused more irritation in transportation departments than any other single trouble. That recourse is made too readily to demands for tracing is held by the traffic manager of a manufacturing concern in the United States. His argument is worthy of consideration:

"In business," he writes, "if we lessen the correspondence we are to take care of, we feel that we are economizing; and further, if we lessen the correspondence of those we deal with, outside of their orders for what we have to sell, we feel as if both sides of the correspondence field have been brought nearer to practical economy.

"In the transportation of freight there has grown a great evil, so nearly absolutely useless that one wonders why the tracing of freight shipments is so generally practiced.

"There are several reasons why a shipment does not reach the purchaser as quickly as the purchaser would desire. The first reason, very often, is that the purchase is made after the article is urgently needed; another reason might be a delay in the mails, causing the order to be slow in arriving at its point of supply. It is possible that a question of the credit of the buyer may be involved, causing delay in the filling of the order. There may be congestion in the office where the purchase is made, and the order may be delayed there; there may be congestion in the factory or ware-rooms; there may be a shortage of supply of some portions of the order; the order itself may be misplaced.

"But assuming that all of the above has not occurred, the order has not been delayed in any way and is not wanted in a hurry. There is yet reason to consider the intricacies the shipment goes through to get to its destination. It is one thing to put some money and a bit of paper into a small receptacle strung on a wire with a spring behind it, as is seen in many stores, where they transmit the cash from sales counter to cashier, pull a trigger and see it go direct to its destination; and it is another thing to deliver a small shipment to the railroad station of a large city, to be mixed up with a great variety of other shipments, then sorted out, placed in the proper cars, they in their turn to be taken to the classification yards, and the cars themselves assorted out, before they are ready to start on their journey. Much is to be done after the railroad has receipted for the shipment before the shipment is actually on its way to its destination.

Unnecessary Requests for Tracing.

"A customer either wires or writes, calling attention to the fact that his order placed a few days before has not arrived and please trace or wire trace. Sometimes these requests are made at the same time the order is given.

"As soon as the firm receiving the order receives the request to trace or wire trace, it has some one in its employ make an extra copy of the bill of lading or shipping ticket. This is sent to the local or commercial office of the transportation line the shipment moves over. Sometimes this is followed by one or more repeats of the same request to trace the same shipment.

"In the meantime, what is the shipment doing? It is travelling on its journey quite all unconscious of the great hullabaloo behind it to hurry it to its destination. It is deaf and it trundles on its way no faster and no slower, because of being traced. Why?

"Because transportation lines are well organized, have an immense amount of freight to handle, and apply the best systems thought out to giving despatch service on every shipment they handle. No one shipment can be taken out of its orderly place and given special transportation to speed it on its way because some one is aching to get it.

"When a shipment is missing and will not check up with the way-bill, the transportation lines do some looking for it, because if they have receipted for the shipment and cannot deliver it they must pay for it.

"It is reasonable when a shipment has not arrived in a reasonable length of time, and has been unreported for a long enough time to be evident that it is astray or lost, that it should be traced industriously, and that the transportation line involved should be urged to use its best efforts to deliver the shipment before a claim is filed for the loss.

"What happens when you send a railroad office a request to trace a shipment? It is one of many, maybe hundreds, that are arriving at the same office daily, and as they come in they are placed at the bottom of a stack of others; the tracing clerk takes the top one, looks up the way-bill reference and makes inquiry at point of origin and destination as to time of starting and delivery, all of this takes much time and causes a lot of research work on the part of the employees of the transportation line involved. In the course of time the person requesting tracing receives a letter stating the shipment arrived at its destination on a certain date. This information is from two weeks to two months getting around, and only tells one the date the shipment arrived, if it did arrive, but the shipment moved no faster, for it would be impossible for it to move faster, in spite of all of the worry, work and anxiety brought out by the request to trace. In this connection there is very little thought given to the immense amount of expense placed on the transportation lines by the useless tracing, which someone must pay for."

THE COLD SHOULDER FROM "OUR LADY OF THE SNOWS."



—From the Chicago Tribune.

ADVICE ON SOUTH AFRICAN TRADE

While Doing a Considerable Trade With South Africa, Canada is Missing Opportunities to Extend its Sales.

WEEKLY letters bearing on the trade situation in South Africa are being issued by Elder-Dempster & Co., who operate a Canada-South Africa line of steamers. The letters are being circulated with a view to increasing the export trade of Canada with the South African confederacy, and provide much valuable information to those who are already engaged in export business or who are considering entering the field. A recent letter dealt with the subject of Agricultural Implements and was as follows:

The increase in shipments from Canada is most gratifying, our records showing that we have shipped—

in 1908	1,048	tons
1909	2,167	"
1910	2,581	"

This year the shipments show up much better than last, for in the first eight months we have shipped 2,341 tons, or almost as much as was shipped in the twelve months last year, while only 1,397 tons were shipped in the corresponding period of 1910.

In these figures are included plows, harrows, cultivators, binders, harvesters, etc.; in tons weight, and measurement.

Most of the plows are made specially suitable to local conditions, and manufacturers must bear in mind that the largest proportion of the manual labor is performed by Kaffirs. It is, therefore, a necessity that the articles be made as simply and strongly as possible. If there are any parts easily broken about an implement the average Kaffir will discover them quickly. Ploughing is generally done with a span of from eight to fourteen oxen, but in Natal mules are coming into more general use.

The popularity of an implement is greatly influenced by the ability of the selling agent, and the total sales in the country by the system upon which they are pushed. Canadians have an advantage over the German and United States makers, due to the cheaper rates on our steamers, and the 3 per cent. preference.

As the splendid feeding properties of lucerne are becoming more widely known, this fodder crop; where there is sufficient water to admit of it is becoming more extensively grown, and is leading to a demand for lucerne cultivators, and one now giving satisfaction is manufactured in Cape Colony.

We must impress upon our shippers the importance of properly stencilling their goods, and each package should be carefully examined to ensure that it is properly marked. We find that several firms use stencils which are altogether too small, and a good large stencil should be used, for it must be remembered that a considerable quantity of freight is received ex cars; during the night. If good large stencils were used we feel confident it will be more satisfactory, not only for us but for the railways, both on this side and in Africa.

Our rates remain the same and there will be no change until the opening of the winter service from St. John, N.B., when rates will be probably the same as were in force last winter.

Our shipments of implements are still considerably behind those of the United States and Great Britain; they are also behind those of Germany which ranks third, with Canada fourth, and Sweden a close fifth. We believe, however, that shipments this year from Canada will compare more favorably with those from these other countries, and we would not be at all surprised if shipments from Canada exceed those from Germany.

Furniture.

On the subject of furniture, the following information is given:

Our share of the trade in school and church furniture is most disappointing. In a country where schools are both numerous and up-to-date, and wood plentiful, it would seem that Canada could at least have competed with the United Kingdom in school furniture.

South Africans are so impressed with the importance of education that school appointments are likely to be an increasing business. Not many new churches are going up, but there is a certain amount of renewals in furniture constantly taking place.

Our shipments of office and house furniture are more satisfactory, but even these are disappointing, and since 1906 our records show a falling off in all lines of furniture.

We are told that our house furniture, in such lines as chests of drawers, wash stands, wardrobes, tables and chairs can compete in quality with the United States article, but our manufacturers do not seem to be able to compete in price or in enterprise. We are getting our share of chairs, and this is a line that will probably be extended. We learn that while our chairs are inferior in finish to some of the others shipped from other countries, our Canadian chairs are stronger than these others, and a little cheaper.

Undoubtedly the falling off in our furniture shipments is due almost entirely to the fact that South Africa now manufactures a considerable quantity of the better class of furniture. In almost every store or warehouse in which good furniture is stocked are articles of domestic manufacture, and there is no doubt that the goods are well made and of good material. Therefore, in time, no doubt, they must exert a very material effect on the imported article. We understand that it will not pay the South Africans, for some years yet, to make the cheaper kinds of furniture, and as this is what is largely shipped by our steamers, we are hopeful that our shipments will increase next year. Owing to improved methods being introduced into office systems there should be a steady demand for office furniture, and we would suggest that our shippers take up this question with their houses in South Africa and with suppliers on this side. We shall be pleased to give a list of the firms capable of filling orders for all kinds of furniture, and we will be pleased indeed to hear from any shippers who are interested, and who intend increasing their shipments of furniture. There is a good demand for furniture in the white, but we have not carried any of this from here, and there is no reason why we should not.

We do not feel that we are doing as much as we should in so far as all lines of furniture are concerned, and we hope this letter will stir up our shippers a bit, and result in some improvement in future.

Decrease in Condensed Milk.

We are sorry to report that shipments for the first six months of this year are considerably less than those for the corresponding period last year.

Imports into South Africa, from all countries, have been falling off for some years, and this is due to the fact that dairying is more advanced and fresh milk more plentiful.

Our shipments from Canada were as follows:—

1908	24,291 cases.
1909	31,905 "
1910	28,968 "

There was an improvement in 1909 over 1908, notwithstanding that the total imports from all countries were $20,000 less. The falling off this year is somewhat surprising in view of the fact that other countries have been shipping almost as much as last year. Our records show that only 7,635 cases have been shipped in the first six months of 1911, as against 14,020 cases for the same period last year. We believe that shipments for the remaining months will increase, and that the year will show up fairly well in comparison with 1910.

Vehicles and Forest Products.

There seems to be no reason why we should not receive a greater number of vehicles, and parts thereof, but while the shipments are increasing, our share of this trade is much less than it should be. The United States manufacturers are getting after this business, but although some Canadian firms have been pretty active, others are not, and it seems strange that more of the commission houses have not tried to do something in this line. We have been very much interested in this particular line, and have done our best to increase the shipments, but our efforts have not been very successful.

We believe there is a good demand for delivery waggons in South Africa, especially for those weighing about 1,000 lbs. each, and we have seen several of these in the factories here, as they were put up, ready for shipment.

The United States manufacturers push this business in an energetic and systematic manner, and we believe this is the reason why our vehicles have not become so well known. They advertise in the journals and press, and we do not think many of our Canadian friends are doing this—in fact, we do not know that any are.

Canadian manufacturers can turn out as well made a vehicle as the best, and very much better than some that get into the African market from other countries.

Shipments of white pine lumber have been very light since the opening of navigation, in May, but this is not surprising in view of the fact that this lumber is difficult to obtain in specifications required.

White pine has increased in price, and will continue to increase; and other woods, chiefly red pine and spruce, will, we believe, be sent forward from Canada in large quantities. We find that while white pine held its own in 1908, 1909 and 1910, and during the early part of 1911, the shipments show a falling off for April, May, June and July—although in these months the falling off has been offset by increased shipments of red pine and spruce. In the five months, December-April, inclusive, there was shipped from St. John, N.B., a total of 6,992 tons of red pine, spruce, etc., as against 3,800 tons for the corresponding period of 1910, while in the same period this year there was shipped a total of 2,915 tons of the white pine, as against 2,074 tons in 1910—showing a slight increase.

As mentioned above, the falling off in white pine has been noticeable since navigation opened, for in May and June we shipped only 1,128 tons of this lumber, as against 2,801 tons for the same months last year. This year, however, 1,422 tons of red pine and spruce cleared for the different ports, while in May-June, 1910, nothing was shipped.

SICKNESS INSURANCE IN HUNGARY.

Insurance against sickness is compulsory in Hungary for all persons employed in industrial undertakings and whose earnings do not exceed $500 a year, or $1.66 a day.

According to the Report of the Hungarian Workmen's Insurance Department, which has recently been issued, the average number of members insured against sickness in Hungary proper (exclusive of Croatia, Slavonia and Fiume) was 825,150 in 1908, which is the last date for which returns are ready, about 13 per cent. of the total being females.

The usual rate of contribution to the insurance funds has been fixed at 3 per cent. of the average daily wages since February 1st, 1908 (previous to which date it was usually 2 per cent.), one-half of the contribution being payable by the workpeople and one-half by the employers. The total amount of contributions in 1908 was $3,960,000, or $4.79 per member.

The number of cases of sickness accompanied by incapacity for work was 362,698 in 1908, or 44 per 100 members. The average number of days for which sick benefit (in money) was granted was equivalent to 5.41 per member, while the number of days of infirmary, hospital, etc., treatment averaged 0.71 per member.

The average duration of a case of sickness was fourteen days, and the average benefit (including, as well as sick pay, the cost of medicines and of maintenance in infirmaries, hospitals, etc., and doctors' fees) $4.81.

Expenditure on benefit amounted in 1908 to $3,380,000. This expenditure, as distributed among various classes of benefit, is equivalent to the undermentioned amounts per member:—

Sick pay	$1 87
Cost of medicines	0 81
Doctors' fees	0 79
Maintenance in infirmaries, hospitals, etc.	0 27
Other forms of benefit	0 35
Total	$4 09

Expenses of management are stated at $565,000, but this amount does not represent the total cost of administration, inasmuch as it does not include the expenses of insurance funds attached to particular establishments, which bear their own expenses of management.



"Well, I'll Be Jiggered!"

—Cleveland Plain Dealer

BUILDING RAILWAY IN SETTLED COUNTRY

Interesting Features in Work of Construction.

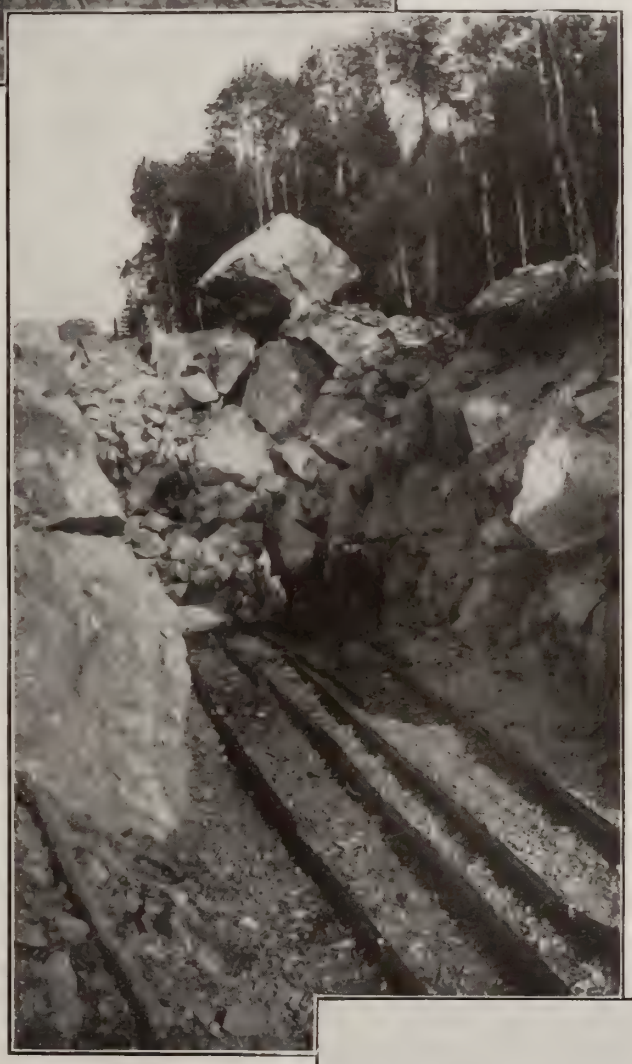


Locating and Building Canadian Northern Railway Line, Toronto to Ottawa.

EARLY in the present month the Canadian Northern Ontario Railway Company will open for traffic its new line to the east as far as the town of Trenton, thereby giving to the people in all the towns and villages between that municipality and the city of Toronto additional railway facilities for which they have been long clamoring. And it is not only the residents of the more settled communities who will benefit by the inauguration of the new train service. The farmer, even now, before a wheel has turned, is blessing the hour when the attention of the railway builders was first turned his way. He is thinking of the saving in time made possible by the elimination of the road haul from the farm to the railway shippng point.

In the building of a new line of railway the getting in of supplies for ready use by the workmen is always a big factor. As far as this line is concerned, other lines of railway were within easy striking distance, and the placing of supplies was not a difficult problem. Still it was not an easy line to build. Some of the cuttings were large, and the fills were big enough to swallow ton after ton of good earth and stone material, but now, as far as the Toronto-Trenton section is concerned, the contractors have all departed for other jobs to conquer, and the section gangs are busily engaged putting in the finishing ballast and filling the line until the eye can discover no discrepancies or variations in the twin lines of steel.

This link of the Canadian Northern Ontario to Trenton is a big step toward the spanning of the distance that has formerly existed between the C. N. O. and the Canadian Northern Quebec, and other lines. From Trenton the line runs on along the shore of the beautiful Bay of Quinte into the city of Belleville, in which place a commodious station is planned in the heart of the business district. From Belleville the road will continue on to Deseronto, and will go from that pretty town in a northeasterly direction to Sydenham, and from there to Ottawa, a distance of approximately 60 miles. It is probable that in another year the passenger can step off a Canadian Northern liner at Quebec or Montreal, and be transported over purely Canadian Northern Railway lines into the cities of Ottawa and Toronto and interevening points, and also be taken as far north as Sudbury and the Gowganda silver fields, but that is for the future.



Sometimes, in the building of a new railway, even in a well settled district, the labor problem causes a good deal of trouble to the hard-working contractor. Many nations are represented in the construction camps, and the harmonizing of all these into an army of willing workers is not always an easy task. But in this case there was not a single incident that the bosses could look back to as having afforded them either great inconvenience or discouragement. At least, that is the way they look at it. Still, if some one of these construction men could be caught while in a talkative mood, it is quite probable that he might have some interesting reminiscences to give.

How a Road is Built.

Take the order of building a railroad. The head of the company desiring to build will call for tenders for the







construction of a given number of miles of line. Generally speaking, some contractor doing things in a large way succeeds in securing the contract. There is in the document usually a fixed time for the last spike to be driven. This contractor, hereinafter to be called the chief, allots short sections of the work to other men, known as sub-contractors. All of these, with their outfits and gangs of men, start in to work on the right of way at different points, and within a short time the air resounds with the grinding of steam shovels, the blasting of rock, and all the uproar attending upon such a colossal task.

The contractors usually expect to have to overcome a few difficulties and a good deal of opposition before they are able to get their machinery in position. Especially is this true with the steam-shovel. This heavy delver, which does by power the work of a great many human hands, has to be transported over the lines of some other, and usually a competing, railway company, to the point where the contractor desires to commence operation. It is then generally necessary for the rails of that company to be broken, so that the big machine can be taken off that line and run over the contractor's own steel to the right of way. When a really big man, as railway construction goes, is in charge of the building operations there is seldom any difficulty about his securing the consent of the other line's superintendent to make the break; but this is not always the case. Sometimes the boss, after waiting with his gang day after day for the necessary permission on the part of the other company, has to resort to the expedient of threatening to take the case to the **Board of Railway Commissioners.** Even this sometimes fails to secure the desired authority to proceed.

When this has finally been obtained, then the actual war of the right-of-way begins. The heavy shovels are run down to their several positions, in order to attack the solid cuttings, and the gangs are spread along the grade so that the best work can be done in the most expeditious manner. That is where the labor element enters into the work.

Take a boarding camp where anywhere from three hundred to five hundred men are stationed as an example. There will be all shades and colors of mankind in evidence. Swedes, Swiss, Irish, Italians, Galicians, Roumanians, and several other nationalities will be gathered there. The cook, often a native of the country but occasionally a Swede, and his two or three assistants rise in the morning at about 4.00 a.m., so that breakfast will be ready for the hungry laborers at six o'clock sharp. This is done so that the men will have half an hour or so to eat and still have time to get to their work, if it is some distance away, before seven o'clock. From that hour, allowing, of course, for the noon hour rest, the gangs are busy handling the dump cars and the wheel scrapers, and the slush or drag scrapers; getting out the earth, clearing out cuts and filling valleys. At six o'clock all work ceases, and the tired crowd hurry back to the cook and his busy helpers.

A Cosmopolitan Crew.

The experienced railway laborer from sunny Italy and the other southern European countries is generally satisfied with this life and rests content after the unremitting toil of the day, but not so the new man. Despite what may be said of his "herding" qualities, he does not like mixing in such intimate fashion with so many other men of so many nationalities. If there are many beginners usually the first thing they do is to ask the boss for a separate shack where they can sleep and where they can have prepared their own food in their own way. Being anxious to keep his motley army in good humor, the contractor generally accedes to this request, and rents the petitioners one or more, as is necessary, of the company buildings. In this way, cooking their own meals and purchasing their own food, the Italians—for it is usually the native of Italy who desires the privilege to consort with chosen company, can live for about twenty-five cents a day. It would cost him just about double that amount to enjoy the company's food and the skill of the company's cook in preparing the same, but, as a general thing, the fastidious laborer is back in the big camp the next summer.

That is one side of camp life as concerning the swarthy laborer in the ranks, and it applies almost entirely to the men on the grade. There are also the vagaries of the men in the ballast pits to be taken into consideration. The big contractor will have a small army there loading gravel on the work trains for the finishing off of the right of way after the standard steel has been laid down. Out of this large assemblage there will be one or two men, openly lazy who believe they have a right to shirk labor because they speak English and because they wield some more or less powerful influence over their fellow workers. The boss does not want to discharge these few, for the reason that they might take fifty or sixty of the others along with them as they went, so he allows them to act as interpreters, or as middle men between the boss and the crowd, doing very little labor and enjoying their power keenly.

But, as already stated, the men who built this new line of the Canadian Northern Ontario have few if any of these problems to look back to, and this piece of railway construction, the contract for which was signed on September 25, 1909, is now in a position to handle traffic which people along the line have maintained has long been waiting. The cuttings have all been made, and the valleys filled or spanned by many a steel viaduct, and the lines of steel stretch out before the eye straight as a taut string. The preliminary work has been accomplished, and now, when the inspecting officials of the Board of Railway Commissioners for Canada have stamped it all with their approval, the telegraph instruments in the many stations will be ticking out their urgent messages and another chapter in the book of railway construction in Canada will be closed.

What Railway Means to Industries.

Industrial development should follow closely the declaration that the road has been opened for traffic, and already, it is understood, there are one or two manufacturers who are very seriously considering the locating of as many factories in the town of Trenton. The excellent water facilities, due to the fact that the town is located at the junction of the Trent Valley canal system and the Bay of Quinte, in addition to the rail, makes its situation extremely desirable. Then, too, conditions almost as favorable might be said to apply on the line from Trenton on to Belleville, as the rails skirt the waters of the Bay for practically the entire distance. The advantages of water carriage could thus be readily obtained in the summer season, while the Canadian Northern line would be available at all times. There is, as anybody at all familiar with this section of Canada knows, an abundance of comparatively cheap power in the whole Trenton district, and that will undoubtedly prove an added inducement for manufacturers to locate there.

Between Toronto and Oshawa the road opens up a country that has hitherto not been served by any line of railway, and the advent of transportation facilities is expected—nay, is almost sure—to prove a godsend to the whole locality. Industries will spring up, and within a short time this district should be humming with activity. It is good farming country that the line runs through, and the farmers, accordingly, will commence at once, on as large a scale as possible, the development of the dairying side of agriculture. From Oshawa on a fine fruit-growing country is traversed, and from that particular farmer's point of view the entrance of the C.N.O.R. will surely prove to be a great boon.

From all standpoints the line should be a benefit to Ontario, and the builders of the Canadian Northern System have afforded in its construction added evidence of the prominent position they occupy among the developers of Canada.

DEATH OF MR. L. O. GROTHE.

The death occurred on September 16 of Mr. L. O. Grothe, head of the well-known firm of cigar manufacturers, L. O. Grothe & Co., of Montreal. He had been in poor health for almost a year and had only recently returned from a lengthy trip abroad, in hopes of recovery.

Mr. Grothe occupied a prominent place among the business men of Montreal. Several years ago, he had been a member of the Montreal Executive Committee of the Association and was one of the Association representatives on the Montreal Exhibition Committee. In 1906 he was chosen as Liberal candidate in the County of Maisonneuve for the Dominion House, a vacancy having occurred by the death of the Hon. Raymond Prefontaine.

DEATH OF MR. GREENING.

The death of Mr. S. O. Greening, head of the B. Greening Wire Company, Hamilton, occurred last month, after an illness extending over several months. Mr. Greening, who was born in England, came to Canada when his father established the business which has ever since carried his name. On the death of his father in 1877, Mr. S. O. Greening assumed the management of the business, and was actively in charge practically ever since. Outside of the company to which he was particularly attached, Mr. Greening was prominently connected with a number of other industrial enterprises and took a general interest in the city's activities.

ASSISTING BRITISH IMMIGRANTS

The Successful Development of a Scheme for Enabling British Immigrants to Borrow Money for the Purpose of bringing out Their Families.

SOME months have passed since the idea of assisting British workmen in Canada, who wished to bring their families out to this country, was first mooted. The suggestion at first casually dropped, was taken up by Mr. W. J. Bulman, of Winnipeg, and its development during the intervening period is one of the interesting phases of Canadian immigration.

The problem was clearly defined. Canada has attracted many Old Country workmen, who have scraped together enough money to come to Canada, the land of opportunities, here to work and save until enough was laid by to bring out the wife and children. The process was necessarily a slow one, for the immigrant had to keep himself in a boarding house and send back enough to support his family, a double drain while he was trying to save enough to re-unite his family.

The group of men, at whose head was Mr. Bulman, felt that if workmen in such a position were advanced enough money to enable them to bring out their families a great humanitarian work would be accomplished. Instead of being forced to endure the discomforts of the stranger in a strange city for many months, they would enjoy home life and the new country would prove all the more attractive to them. They would save more money and would become rooted the more quickly to their adopted locality.

Accordingly it was decided to secure eighty guarantors of $250 each, making in all a guarantee fund of $20,000. "Each of the undersigned subscribers," ran the agreement, "without regard to the number, or to any representations that may have been made or may hereafter be made as to the number of names of parties to become subscribers to this agreement of document or otherwise howsoever hereby agrees with any chartered bank to pay the said bank upon demand, the sum of $250 each, on account of any or all loans that may from time to time be made by the said bank to pay any losses of Trustee in advancing transportation to families of British workmen."

With this guarantee the bank has been ready to advance money on the order of the trustee of the fund. The applicant for assistance is required to put up at least twenty per cent. of the cost, as an evidence of good faith.

How the Plan is Worked.

The Association's method of assistance is very simple. The applicant fills out a printed form with his name, his address, the name of his employer, the nature of his work and weekly wage, the names in full and ages of his wife and children. He must certify that the persons whom he wishes to bring to Canada are not affected with apoplexy or epileptic fits, that they have not been confined in an insane asylum during the previous five years, that they are not deaf, dumb nor blind and have no contagious diseases of eyes or skin, and they are not deformed and are in good health. He also fills out the old country address of his family and gives references to persons who knew him there. He specifies the sailing port from which he desires his family to start, the amount he wishes advanced, what sum he can pay down and the monthly repayments he will be prepared to make. This he signs and the first step is completed.

As soon as there are fifteen or twenty of these applications on file, Secretary Roland calls a meeting of the Advisory Board. These meetings are held at night so that the applicants who attend may not lose time from their work. Each man whose application is to come before the meeting receives a notice of the time, place and purpose of the meeting and is requested to be present. Those who attend assemble in the Board room of the Bureau which is given over to them while awaiting the action of the Board convened in the secretary's room. There are long tables and plenty of chairs and a good many old country papers to help while away the time. The applications are taken up in order, each applicant being called into the inner room when his case is taken up.

This personal meeting has been found to be of great assistance in deciding cases attended by doubtful features—doubtful because it is not easy to fill out an application form so as to give exact information on all points required. A question or two by members of the Board, an answer or two from the applicant and such doubts are settled usually in favor of the applicant because it has been found that men who wish to bring their families to join them in Canada are of a grade too high to stoop to deception to gain their ends. In all the applications that have been filed only one has been found at variance with facts; a man stated his weekly wage at $15, whereas his employer's answer to an inquiry on this point placed the amount at $12. This application was rejected.

Board as Advisor.

Sometimes an applicant in his eagerness to send for his family, is disposed to take a larger contract than he can handle. The Board is made up of keen business men whose minds are free from the natural bent of an impetuous parent separated by an ocean and half a continent from those he loves. When, therefore, a man who earns $60 a month wishes to bring out a family of ten—wife and nine children—and this has happened, the Board acts as his counsellor and guide. It points out that he will be taking on a heavy responsibility and perhaps an embarrassing expense, by attempting to get his whole family out at once. It suggests that three grown-up children be brought out first so that they may help to earn the money to bring out the balance of the family. These children—usually over eighteen years of age—will quadruple the father's earnings and make it possible to have a good home ready for the mother and younger children a little later on.

In every possible way the Advisory Board tries to help applicants whose cases they have to deal with. In each case, thus far at least, the applicant has shown appreciation for this solicitude for his welfare.

Initial payments have averaged twenty-five per cent. of the amounts applied for and subsequent payments have been made regularly and promptly. In five months one hundred and twenty-four applications were granted and the transportation of over four hundred persons was provided for. From present indications it looks as if one thousand citizens would be added to Winnipeg this year as a result of the work of the Imperial Home Reunion Association.

HOW FIRE LOSSES MAY BE PREVENTED

A Dollar Spent in Protection Against Fire is Worth a Hundred Dollars Spent in Repairing Fire Losses. Some Rules the Observance of which will Decrease the Fire Waste.

WHAT does all this talk about fire losses mean? Merely this, that in buildings and their contents alone Canada is suffering a loss which last year amounted to twenty-five millions of dollars and which is growing with tremendous rapidity. An absolute loss, unrelieved by any compensating feature. A preventable loss? Well, it is prevented to a very large extent in Europe, and if in Europe, why not here?

In a recent paper on Fire Prevention and Fire Protection, with special reference to manufacturing plants, Mr. F. M. Griswold offers some advice and suggestions, the careful consideration of which would mean smaller fire losses and decreased insurance premiums. Only a portion of the paper is given herewith, although did space permit, we would gladly reproduce the entire article:

Passing now to the matters of fire prevention and fire protection, I am confronted with such a mass of essential detail in the proper consideration of each subject as to almost despair of being able to convey to you a proper conception of their importance within the time allotted for my remarks, but in general may say that fire prevention covers such a wide scope as to compel special consideration as to methods for each plant as it comes under observation, no two being so alike in their needs as to permit generalization relating to details, but as the very foundation of fire protection is based upon the completeness and efficiency of fire prevention, this latter phase of the question will first be given attention, and in this relation it may be said that the most important and basic element in fire prevention is included in the term "shop management," or in more homely terms, "good house-keeping," which is an essential in fire prevention in every plant, whatever the nature of its occupancy, the character of its building construction or the completeness of its fire protection.





ANTIQUATED FIRE APPLIANCES

One of the Inspectors of the Insurance Department of the Canadian Manufacturers' Association, in reporting on the appliances of a village not a hundred miles from Toronto, accompanies his report with two most interesting photographs of the "relics" the villagers possess in the way of fire fighting apparatus and upon which they have to rely for protection. The photos are reproduced herewith; a description of the apparatus would not only be difficult, but the incredulous might scoff at the thought of the existence of such "pumps," to say nothing of the reliance placed in them.

The upper photograph is shown to emphasize the care exercised (or want of it) in "housing" the old hand pump; the lower photo beggars description, but imagination will come to one's aid in deciding what it is (a one-wheeled fire engine!) and whence it derives its water to use in the hose it carries.

If the manufacturers located in this village, and there is more than one, recognize the outfit, they might club together and build a "garage" that would put them in line with something modern.

Essentials for Fire Prevention.

Acceptable practice in "good housekeeping" demands strict compliance with the following prime essentials in fire prevention:

First, the enforcement of rules which will insure cleanliness throughout the plant as a matter of daily practice, not only as a means by which the possibility of fire may be avoided, but as of profit.

(*a*) Floor sweepings; greasy lunch papers, oily wiping waste, paint, rags and like material subject to spontaneous ignition, should be deposited in "Standard" safety cans suitable for their reception, the contents of which should be safely disposed of each night, preferably to be burned under the boiler.

Ashes should be kept only in metal receptacles; should be removed from building each night and not be deposited in contact with combustible structures or material.

(*b*) Working men's clothes and overalls, when not in use should be kept in ventilated metal closets or lockers not in contact with readily combustible material.

(*c*) Oily metal turnings or filings should not be permitted to accumulate on wooden floors or be held in combustible receptacles, nor should they be mixed with combustible materials.

(*d*) All combustible process waste and other refuse should be carefully disposed of by removal from the buildings at the close of each days work, and be safely deposited in locations not endangering the plant in case of ignition of such refuse.

(*e*) Time should be allotted to operatives for cleaning machinery and disposing of oily wiping waste, and for the removal of combustible waste material prior to hour of closing shop for the day.

(*f*) All volatile and inflammable fluids should be kept in and used from "Standard" safety cans; not in excess of one day's supply of such should be kept inside of building at any time, and all unused portions should be removed to a place of safety outside of the plant at the close of the day's work.

(*g*) Heating and lighting systems should be maintained in a safe manner and be kept in good condition; steam pipes should not be in contact with wood-work or other combustibles; hot air pipes or other heat conveying or producing devices should be carefully arranged to prevent over heating or ignition of combustibles.

(*h*) Open lights or flame of any character should be maintained in such position as to avoid ignition of combustibles; gas brackets should always be of the rigid pattern, preventing swinging.

(*i*) Open lights or flame of any character should never be permitted for use in the presence of inflammable or volatile materials, or where inflammable dust is liable to be present; incandescent electric lights in such localities should be of the keyless socket pattern and enclosed in wire guards, with operating switch located in an apartment separated from the inflammables.

(*j*) The use of so-called "Parlor Matches" or their equivalent should be strictly prohibited in all parts of the plant. If matches must be used, only those lighting on the prepared surface of the containing box or receptable should be permitted.

(*k*) The use of the incandescent electric current for lighting is the safest means of illumination, when the equipment is installed in strict conformity with the "National Electric Code" and its integrity insured by proper supervision of the equipment.

(*l*) All specially hazardous and dangerous processes or devices which may serve to cause or promote fire, should, where possible, be carefully segregated and properly separated from communication with the plant in general, and also receive special consideration in relation to fire extinguishing appliances.

(*m*) Watchman's service should be maintained at all times when the plant is not in operation, and the record of service be shown on such mechanical device as will not permit evasion of duty; records should be examined and checked over, filed and dated each day.

(*n*) Discipline should be enforced and system be maintained by holding shop foreman or floor boss strictly responsible for the maintenance of established conditions, a written report covering these matters to be filed with manager each day.

Some Building Regulations.

In order to be assured of the best results from the careful observance of these "Good House-keeping" rules, it is necessary to give consideration to the matter of building construction, as the measure of efficiency in both fire prevention and fire protection is largely affected by the character of the structure, it being evident that a fire resistive building, having open and smooth interior surfaces, without concealed spaces and with the minimum of combustible material in construction and interior fittings, would call for a less elaborate system of fire protection and present smaller opportunity for dangerous accumulations than would be the case where, as in ordinary joist or light construction, the whole interior is readily combustible, hence assuming to roughly outline the essentials which should have consideration in designing a factory plant, the following suggestions are presented:

(*a*) Wherever possible, fire resistive material should be used in construction, avoiding combustible floors, roofs and roof houses, interior trim and fittings.

(*b*) Avoid "pockets" or concealed spaces in floors and walls, which serve to collect and harbor shop refuse, waste, etc.

(*c*) Separation of areas into the smallest units practicable for the use to which they are to be assigned; divisions between sections to be formed by standard fire-walls having only such openings as may not be avoided, each of which should be protected by "Standard" automatic fire doors on each side of the separating fire-wall.

(*d*) All openings in side walls at the angles of adjoining sections and toward all exposing structures or accumulations of combustibles should be protected with "Standard" fire shutters, or, where the exposure is not serious, by wired glass in "Standard" metal frames; the absence of proper protection at such openings facilitates the lateral spread of flame and thus promotes conflagration.

(*e*) Vertical openings through floors should be avoided, as they form channels for spread of flame from floor to floor with almost incredible rapidity, and present one of the most dangerous features to be found in modern construction from a fire prevention viewpoint.

(*f*) Elevators, stairways, belt and rope drive raceways, should be separated and enclosed in brick or fire resistive shafts, having "Standard" fire-proof automatic doors at all openings to plant.

(*g*) Fire escapes should be constructed with fire-proof stairways, enclosed in brick or fire resistive shafts rising above roof, with outside balconies having doors swinging outward from building and inward from balcony to stairway escape; no openings from shaft to the building to be permitted.

While under the present advanced state of the art of building construction there would seem to be no valid objection to demanding conformity to the suggestions above laid down in relation to new plants; it is probable that there will come under your supervision changes in the design of plants already established and located in buildings of less desirable construction, and in such cases it will become necessary to so change the conditions affecting the fire hazard and "good house-keeping" as to bring them as nearly as possible to this higher standard, and this may frequently be accomplished at moderate expense. Reference to the National Board of Fire Underwriters pamphlet covering "Uniform Requirements" relating to building construction, will doubtless prove of value in such instances.

Standard Building Types.

Again treating of building construction in its broad sense, it may be well to attempt a short classification of various types of buildings in relation to their adaptability to best promote success in the efforts toward fire prevention and fire protection herein suggested:

First, may be considered standard fire resistive or the so-called fireproof construction which presents no easily ignitable surfaces, and should when properly constructed

show no avoidable features which might serve to obstruct the fire protective devices.

The higher fire cost of this class of construction is thoroughly justified through the fact that its term of life is practically unlimited, and the probable depreciation somewhere about one-ninth of one per cent. per annum.

The question as to which of two classes of fire resistive construction is the better lies between the steel frame skeleton enclosed with fireproof tile and that which is enclosed with reinforced concrete. In my judgment, there is little to be said in favor of one over the other except from the fact that in reinforced concrete construction, it is an evidenced necessity to have expert control from the selection of the cement through all the processes until the concrete is set in its moulds, and this result is not easily obtainable with the ordinary class of employees available in construction.

Second, "Mill" or slow burning construction carries with it many features which are desirable in relation to the ready extinguishment of fire from the fact that while all of its interior construction may be combustible, the heavy plank floors and their supporting timbers offer no hidden spaces, nor are they readily attacked by flame. The cost of this class of construction over that of ordinary construction is justifiable by the fact that its lease of life is superior, and the cost of its up-keep is very small.

Third, ordinary or so-called light joist construction is particularly objectionable from the fact that it presents the largest exposed area subject to ready ignition, and offers the most difficult problems in relation to fire prevention and fire protection. Its low cost is very materially offset by the expensive up-keep and the high rate of depreciation to which it is subject ranging from 4 to 4½ per cent. per annum. It is, therefore, apparent that under the present condition of advanced ideas in building construction, the designer of new manufacturing plants should strenuously avoid the consideration of the ordinary or light joisted type of construction.

A discussion of the value of automatic sprinklers and other fire preventive appliances closes a paper of exceptional interest and value.

CANADA'S FIRE WASTE.

THE fire losses in Canada for the first eight months of the current year total $15,381,825, an average of $1,922,728 per month. This is equal to a daily loss of $63,299. In other words, $2,637 worth of property has been burned every hour since the new year dawned, or $44 every minute. This is an appalling fire loss, and little is being done to check such extravagant waste of capital. The losses during 1909 and 1910 are as follows:—

Month.	1909.	1910.
January	$1,500,000	$1,275,246
February	1,263,005	756,625
March	851,690	1,076,235
April	720,650	1,717,237
May	3,358,276	2,735,535
June	1,360,275	1,500,000
July	1,075,600	6,386,674
August	2,582,915	1,667,270
September	1,615,405	894,125
October	2,208,718	2,195,781
November	935,191	1,943,708
December	1,433,813	1,444,860
Total	$18,905,538	$23,593,315

Adding to these figures the total for the first eight months of 1910, we have a fire loss in thirty-two months of $57,880,678, an average monthly loss of $1,808,771. In addition, there has to be recorded a disastrous list of fire fatalities. Last month in Canada twenty-two people met their death in fires. During the first eight months of the year 250 lives were sacrificed in the same manner. In the thirty-two months since January, 1909, no less than 728 persons lost their lives in fires, a monthly average of almost 23 persons.

Carelessness has been responsible for the greater part of this loss of life and property. For instance, of the 22 deaths last month, 7 were caused by stove, spirit lamp and coal oil explosions and 3 by clothes catching fire. The presumed causes responsible for fires during August and the number of fires for which they accounted were as follows: Ten, lightning; eight, incendiarism; five, defective wiring; four, bush fires; three, spontaneous combustion; three, careless with cigars and cigarettes; two, forest fires; two, careless with matches; three, oil stoves upset, and one each of the following: Defective gas plate, smoking in bed, defective drying room, spark from threshing machine, defective auto lamp, rats and matches, asphalt boiling over, sparks from engine, film coming in contact with electric wires, gasoline explosion, hot ashes, sparks from mill, overload of current, grass fires, kerosene explosion, grease boiling over, hot box.

The National Board of Fire Underwriters of the United States, continuing its plan of education on the need of better protection, issued an exhaustive classification of fire losses in 1909, showing why the insurance companies are forced to ask higher rates in America than in Europe, and why rates in America itself necessarily vary. Taking thirty of the largest cities of the United States, the per capita loss in 1909 was shown to vary from $1.36 in St. Louis to $4.55 in Kansas City. Higher per capita loss was shown in some of the smaller centres, like the city of Racine, where it ran to $24.29. The total annual fire loss is estimated at $200,000,000, and fire specialists go so far as to assert that $150,000,000 of this is waste from negligence or lack of precautions. The table of comparisons drawn up by the underwriters from consular returns in 1905, the only recent year in which statistics of the kind were gathered in Europe, showed an average loss of 61 cents per capita for thirty European cities as against $3.10 for 252 American cities. Taking the number of fires to each 1,000 of population here and in Europe, it was found to be 4.05 in the United States against .86 in Europe.

The annual average losses for six nations in Europe were compiled from records of varying years and years grouped, with this result:

Country.	Annual fire loss.	Loss per capita. Cents.
Austria	$7,601,389	29
Denmark	660,924	26
France	11,699,275	30
Germany	27,655,600	49
Italy	4,112,725	12
Switzerland	999,364	30

Or an average loss per capita of 33 cents.

Estimating Canada's population last year at 7,500,000, the fire loss per capita in the Dominion was $3.14, compared with $2.70 in 1909, with an estimated population of 7,000,000.

In Berlin, where the losses amount annually to less than those of one moderately large fire in the United States, the excellent conditions are due to the attention paid to the methods of construction. Building police have authority to compel the use of iron and steel girders, fireproof stairways and roofing, heavy fireproof ceilings and all details that may diminish the risk of conflagration.

Canada cannot claim to be making untrammelled progress until its fire record has been improved considerably.—*The Monetary Times.*

BUSINESS METHODS IN EXPORT FIELD

By Franklin Johnston, in "Printers' Ink."

Something About the "Must-do-it Different," Theory of Export Trade. Where it Fails.

THE manufacturer of a certain machine possessing great labor-saving possibilities—let us say in the textile line—recently began an export campaign.

Among the first results was a substantial order from Buenos Aires, accompanied with a request for the exclusive agency for the Argentine Republic. The request was granted and a long-time contract entered into. No more Argentine orders were received, and with good reason.

The Buenos Aires firm which had secured the agency was one of the leading textile manufacturers of that city. Its only interest in securing the agency of this machine was to stifle sales of the machine among its competitors. The American manufacturer deliberately spoiled his own business through sheer thoughtlessness. He had no one but himself to blame for his temporary failure in the market. He could not plead ignorance of foreign ways of doing business, for the folly of blindly giving a valuable agency away under such conditions would be as patent in Fall River as in Buenos Aires.

Is it true that American manufacturers fail to get their full share of export business because they adopt the same business principles and methods abroad that they do at home.

I believe precisely the opposite is true—that those manufacturers fail to get their full share who do *not* adopt the same business principles and methods abroad that they do at home.

This is a somewhat revolutionary statement to make, for one of the most persistent of the glittering generalities which the editorial-writing and after-dinner-speaking schools of exporting have given us is "Export business is different. You cannot do business abroad in the same way you do it here."

As applied to the basic principles of selling goods that formula is untrue.

As applied to the petty details of selling in a given country it is doubtless true. True also to the extent that you cannot do business in Constantinople the same way you do it in Mexico City, and so on *ad lib.*

My own impression, after several thousand miles foreign travelling and study of conditions affecting sales of American manufactured goods, is not how different business is abroad but how similar.

Common-sense business methods, energy, making good and printers' ink count the world over. All the differences in minor details in various localities will be taken care of by common sense. The language of business is like the language of love, pretty much the same the world over. The race which has produced the greatest merchants is the race without a nationality.

The failures in export campaigns are due not to sticking to the old ways and principles, but to abandoning the very methods which are necessary to genuine success in this country.

The case of the textile manufacturer is by no means unique. Indeed, it is typical of the blunders which are made by American manufacturers new to export business, blunders which are very often due to the intoxication of receiving a foreign order. As a matter of fact, the first order from any given foreign territory usually means little in itself to the manufacturer who realizes the true possibilities. It is simply the entering wedge, and the manufacturer who loses his perspective transforms it into a temporary block to future progress.

Order-intoxication cannot be blamed in the case of a well-known pump manufacturer who at one time was quoting better terms to retail dealers in Europe than to his foreign selling agents whose trade he was actually spoiling. That, again, was not adapting methods to foreign conditions but was simply sales suicide.

In another instance, the manufacturer of a wood-working machine quoted a price to a Peruvian general importer who had a customer, a woodworking establishment, for it. The general importer placed the order through his New York export commission merchants, allowing them 2½ per cent. buying commission. Meanwhile he had secured, of course, the woodworking establishment's order, charging a fair profit over and above what he had to pay for the machine.

A few months after the machine had been delivered to the ultimate buyer, the manufacturer decided to do a little foreign circularizing and sent circulars, price lists and discount sheets to a long list of names in Peru, all possible customers of the general importer.

These lists actually offered better prices by 30 per cent. than the manufacturer had quoted the Peruvian general importer. The result was that the woodworking establishment received the price list, demanded a rebate of 30 per cent. from the general importer, the general importer demanded th same from the export commission house, and it, in turn, from the manufacturer.

Naturally that manufacturer's business in Peru was set back by the bad feeling aroused.

Occurrences such as these are all too frequent, and I reiterate that the fault lies not in trying to do things the same way, but in doing them differently—in not giving to the export branch of the business the same careful attention that an important domestic market would receive.

Admittedly there are in many countries trade customs which must be reckoned with. Conditions which arise from them, however, are no more difficult to face than any of the daily problems which the manufacturer or sales manager must face in his domestic trade.

It is, however, probably true that in the unparalleled growth of the United States many manufacturers have been able to "get by" in the domestic market despite slipshod methods of doing business. They cannot hope to do the same in the export business.

Some manufacturers are to-day reluctant to go after export business because they feel an air of mystery surrounding it. There is no mystery at all, no new and untried business methods to learn. The methods and principles are the same. So is the chief problem—meeting competition.

Many of these doubting brothers are frightened by the bogey of German and English competition, when as often as not their real competition abroad will be their neighbor around the corner, the very competitor who keeps them energetic here at home.

Fair weather or foul, the trade position and the standing of the prospect were not given a moment's consideration.

In this cry of "You must do business differently abroad" there is a grain of truth. This is that you must do it more carefully. More care *is* required, simply because the buyer and the seller are far distant, one from the other, and mistakes or misunderstandings cannot be corrected over the telephone or on the next trip of the salesman.



Trestle Work for Dam on Irrigation System. The Key of the Canals.

IMPROVING NATURE BY IRRIGATION

Artificial Waterways carry a Steady Flow of Water to the Dry Lands of Alberta. Sixteen Hundred Miles of Canals make the Land Fertile. Much Work Remains to be Done. What the C.P.R. has Accomplished.

TALK to any one from within a radius of two hundred miles of Calgary, and the chances are ten to one that within half an hour you will hear the whole story of irrigation farming in Western Canada. In all three of the prairie provinces one of the leading topics of conversation is the Canadian Pacific Railway's big irrigation project in Alberta, and settlers, lucky enough to possess land in the irrigated sections, vie with each other in praising its productiveness.

The C. P. R.'s irrigation operations in Western Canada are spread out over an area of over 3,000,000 acres. The land came to the company as a part of the original land grant by the Dominion Government, at the time the road was built, and it stretches in the vicinity of Calgary for a distance of 150 miles east and west and for an average distance of forty miles north and south. This land was formerly thought to be good only for the grazing of cattle, but since the C. P. R. started its irrigation operations the land has proved to be wonderfully productive.

For operating reasons, the land is divided into three divisions, Western, Central and Eastern. In the Western section, which is composed of 1,039,620 acres, 370,000 acres have already been brought under irrigation and of its total area, both irrigable and non-irrigable, less than five per cent. remains unsold. In this section a total of 1,600 miles of canals and ditches have been built, and in addition to this there are several hundred miles of smaller ditches constructed by farmers to distribute the water over their farms. The structures consisting of headgates, spillways, drops, flumes, bridges, weirs, etc., are numbered in thousands, and in their construction ten million feet B.M. of timber and four thousand cubic yards of reinforced concrete were used. The water for the irrigation of this system is diverted from the Bow River at a point about two miles below the city of Calgary. From there it is carried south and east through a main canal 17 miles in length, which is 60 feet wide at the bottom, 120 feet wide at the water line, and designed to carry water to a depth of ten feet. This main canal delivers the water to a reservoir, for which a natural depression in the ground has been utilized, and here, by the aid of a large earth dam, a body of water three miles long, half a mile wide and 40 feet deep, has been created. From the reservoir the water is distributed to the land by a system of 250 miles of secondary canals and 1,300 miles of ditches. Altogether in the western section ten million cubic yards of earth have been excavated.

The system to serve the Eastern section of the irrigation block is a very extensive one and renders necessary the building of a large number of structures, the details of which are being worked out with all possible care. The section is composed of 1,155,224 acres, of which 440,000 are to be rendered irrigable. Most of this land is of a gently rolling character and susceptible to good drainage. It is the intention of those in charge of the work to make use of reinforced concrete or other permanent construction in all important structures. The estimated mileage of canals and ditches to serve this portion of the block is as follows:

Main canal	5	miles
Secondary canals	475	"
Distributing ditches	2,020	"
	2,500	"

The earth work necessary to be removed in connection with the construction of the above-mentioned canals and

ditches will amount to over 20 million cubic yards, the whole of which is now under contract. The structures numbering thousands, will include drops, head gates, siphons, bridges, etc., and to a large extent will be built of reinforced concrete. The largest of these structures will be the big dam at Bassano.

The central section of the irrigation block contains 901,737 acres, of which it is proposed to irrigate about 70,000 acres. The preliminary surveys are now completed, and the non-irrigable parts rapidly disposed of.

The irrigable lands in this section will be served through an enlargement of the system already constructed to serve the western section of the block.

There is no doubt about the superiority of the irrigated farm over the "dry" farm. Having water available in the ditches or reservoir, the irrigation farmer is able to distribute it on his crops at such season of the year and in such quantities as his experience shall dictate. He is not at the mercy of the "Weather Man." The contention of the experienced irrigationist, is that those farmers cultivating without the aid of irrigation, in parts of the world where water can be economically secured by gravitation, are playing a big game of hazard, in trusting solely to nature and neglecting to take precautions such as have been placed at their command. The irrigation farmer can control the water for his crops absolutely, and can ensure his crops against drought.

That is why the irrigation farms of the C. P. R. are being so rapidly purchased. Intending settlers realize that, while irrigated land may cost them more in the first place than land which is not irrigated, they will save money in the end owing to their assured crops. They are not dependent, as much as in dry farming on the weather, and that is one big point in favor of irrigation farming.

TRADE OF ARGENTINA.

SOMETIMES we, in this country, are astonished at the apparent ignorance of foreigners in reference to Canada. It is difficult to understand how anyone could be without knowledge of a people who grow well on to two hundred million bushels of wheat a year, who have reached the eight hundred million dollar mark in our foreign commerce, and who occupy the whole northern half of a continent.

Yet how much do Canadians know about Argentina, a nation which has a population but slightly less than our own, which produces almost as much wheat as we do and exports about twice as much as we, and whose foreign commerce falls little below that of Canada? It must be admitted that the Southern republic is a hazy entity to most of us.

We cannot afford to remain in this ignorance any longer. It is bad business. Here is a people who, during the year 1910, imported goods to a value of three hundred and fifty million dollars. The United Kingdom sells to them goods to an approximate value of $109,000,000; Germany, $61,000,000; the United States, $48,000,000; France, $33,000,000; and so on down the line. There is in the republic a tremendous market for the things that we have to sell. Yet last year our total exports to Argentina were but two and a half millions, about one-half of one per cent. of the whole.

The total foreign trade of Argentina for 1910 was approximately $724,396,711, of which imports represented $351,770,656, and exports $372,626,055. The balance of trade was in favor of Argentina to the extent of $20,855,399 as against $94,594,433 for the preceding year.

The imports under nineteen major classifications for the past year were:

Live animals	$964,442
Food products	27,141,259
Tobacco	6,081,719
Wines, liquors, and other beverages	14,951,151
Textiles and manufactures thereof	68,365,167
Oils, greases, etc.	13,892,439
Chemical and pharmaceutical products	12,289,907
Paints, dyes, etc.	2,305,042
Timber, woods, straw and manufactures thereof	8,670,726
Paper and manufactures thereof	8,307,701
Hides, skins and manufactures	3,075,615
Iron, steel and manufactures	43,119,488
Other metals and manufactures	12,870,455



One of the Smaller Canals in C.P.R. Irrigation System.



Headgates and Main Canal on C.P.R. Irrigation System.

Agricultural implements and machinery.	18,921,823
Railway cars, equipment, rails, etc.; carriages, wagons, automobiles, bicycles etc.	35,095,183
Earths, stones, coal, etc.	30,925,510
Building materials	29,237,334
Electrical apparatus	5,741,530
Miscellaneous	9,814,165
Total	$351,770,656

Such is the market to-day, when the total population is only 6,989,023, according to last year's census, plus the immigration for the year. And here again a surprise is in store for us, for our own records are equalled and excelled in the matter of new arrivals. Last year 289,640 immigrants entered the country and during the past ten years there has been a net gain in immigrants over emigrants of 1,848,954. Who will set limits to the population a generation from now?

The Government of Argentina is stable, not twenty per cent. of its agricultural land is yet under cultivation, its people are enterprising and have in progress public works of great magnitude. The interior is being opened up by new lines of railway. Every indication points to continued prosperity and expansion.

It will be worth the while of Canadian manufacturers to examine the list of imports given above. A market lies open to them, a market which has proved most attractive and lucrative to the older manufacturing nations. Within the past couple of months two Canadian Commercial Agents have been appointed for South America. These men are at the service of exporters. They are ready to investigate general conditions and give advice on the prospects of particular branches of commerce. Argentina will prove of interest to exporters of manufactured goods.

FACILITIES TO COMMERCIAL TRAVELLERS IN MEXICO.

Everyone engaged in the trade with Mexico will be glad to note the enlightened ideas which are beginning to prevail there in regard to the treatment of agents and travellers representing foreign firms. The authorities, indeed, would probably treat these ambassadors of commerce much more liberally if it were not for the short-sighted opposition of some of the local Chambers of Commerce. An instance of this attitude occurred only a few months ago, when the National Railways of Mexico were prepared to issue "kilometre books" to commercial travellers, but, it will be remembered, the privilege was not extended to representatives of foreign firms owing to the opposition of local chambers. I am now informed, however, by the General European Agent for the National Railways of Mexico, that this disability has been removed, and the books can now be obtained by any properly accredited representative. The concession should be appreciated now that it has been given, as apart from some saving in cost over the ordinary fares, and privileges in regard to the conveyance of samples, a considerable amount of inconvenience and delay is avoided.—*British Export Gazette.*

TERRA COTTA IN CONSTRUCTION.

In the article in the September issue describing the construction of the Transportation Building, Montreal, it was stated that the building was entirely of steel and concrete construction. It should have been mentioned that the flooring, etc., is of terra cotta fireproofing, the product of the Montreal Terra Cotta Lumber Co.

CATALOGUES.

The Canadian Westinghouse Company, Hamilton, have issued booklets describing the Westinghouse Engine Driven Alternating Current Generators, Type E., and the Westinghouse Rotary Converters. The booklets are well illustrated and contain detailed descriptions of the apparatus with which they have to deal.

The Matthews Gravity Carrier Co., Toronto, who have just established their Canadian branch plant, have issued well illustrated catalogues descriptive of the goods which they manufacture. The Matthews Company make carriers for practically every purpose, for conveying bricks from kiln to car, for carrying lumber, and for practically every industrial purpose.

CHANGES IN FREIGHT RATES DURING SEPTEMBER

List of Freight Schedules Filed with the Board of Railway Commissioners During month of September, 1911.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

Canadian Pacific Railway.

Sup. 11 E 1841	Sup. 11 E 1431	Sept. 25, '11	Pig Iron, c.l., Hamilton to Halifax, $4.00 per gross ton.
E 2188	E 1784	Oct. 1, '11	Class rates between C. P. stations, also connecting line's stations and points on the T. & N. O. Ry.
E 2187	E 1783	Sept. 23, '11	Asbestos Roofing Slate, c.l., Montreal and Lachine to Vancouver and other Pacific Coast points, 88 cts. per 100 lbs.
Sup. 2 E 2141	Sup. 2 E 1737	Oct. 10, '11	Reshipping and stop off arrangements at C.P.R. stations.
Sup. 10 E 1855	Sup. 10 E 1445	Oct. 16, '11	Commodities from stations in Canada to points in the U.S.
Sup. 25 E 1216	Sup. 25 E 797	Oct. 2, '11	Commodities from European points to Vancouver, Victoria, Westminster and Nanaimo, B.C.
E 2174 Cancels E 1743	E 1770 Cancels E 2380	Sept. 1, '11	Commodities from Eastern Canada to Pacific Coast points.
Sup. 2 E 2134	Sup. 2 E 1730	Aug. 29, '11	Machinery and machines, Princeton, B.C., to Owen Sound and Sherbrooke.
Sup. 2 E 2144	Sup. 2 E 1740	Aug. 31, '11	Commodities from Ontario and Quebec points to Montreal and Quebec for export.

Grand Trunk Railway.

Sup. 47 E 225	Sup. 47 GAA 3	Sept. 5, '11	Pig Iron, c.l., Midland, Montreal and Jacques Cartier Jct. to Coaticook.
Sup. 17 E2352	Sup. 17 C. Y. 20	Sept. 4, '11	Commodities between G. T. stations.
Sup. 24 E 608	Sup. 24 B. 1	Oct. 1, '11	Classes from points in Ontario to stations in the U. S.
E 2414 Cancels C. A. 7 29 99	C. F. 214 Cancels U S 262 373 516	Oct. 10, '11	Lumber and forest products from G. T. stations (Ottawa Div.) to points in the U. S.
Sup. 12 E 2270	Sup. 12 C. U. 59	Oct. 16, '11	Commodities from stations in Canada to points in the U. S.
Sup. 1 E 2395	Sup. 1 A. 13	Sept. 27, '11	Arbitraries between stations east and south of Montreal and stations west thereof.
Sup. 19 E 2352	Sup. 19 C. Y. 20	Sept. 23, '11	Tin cans, loose, c.l., Hamilton to Petrolia, 14 cts. per 100 lbs.

Grand Trunk Railway.

Sup. 48 E 225	Sup. 48 G.A.A. 3	Sept. 25, '11	Pig iron, c.l., from Hamilton, Midland, Toronto, etc., to stations on G. T. and connecting lines.
E 2421	V 27	Oct. 23, '11	Class rates from G. T. stations to points on the Erie R. R.
E 2420 Cancels E 2405	V 26 Cancels V 25	Sept. 28, '11	Class rates from G. T. stations to points on the C. R. R. of N. J. Ry., etc.
E 2422	V 28	Oct. 25, '11	Class rates G. T. stations to points on the Philadelphia & Reading R. R., etc.

New York Central & Hudson River R. R.

1955 Cancels 417	A 19961 Cancels A 3546	Sept. 29, '11	Commodities New York and New York points to Montreal.
1963 Cancels 1151	A 19995 Cancels A 10649	Oct. 1, '11	Baking powder, c.l., New York to Montreal, via G. T. Ry., 20 cts. per 100 lbs.
1964 Cancels 1150	A 19996 Cancels A 10648	Oct. 1, '11	Baking powder, c.l., New York to Montreal, and Montreal points. Local 18 cts. per 100 lbs.

Illinois Central Railroad.

Sup. 5 A 123	Sup. 5 1769—D	Oct. 20, '11	Commodities from Illinois Central stations to points in Canada.
Sup. 4 A—123	Sup. 4 1769—4	Sept. 15, '11	Commodities I. C. stations to points in Canada.

Cincinnati, Hamilton & Dayton Ry.

258	5586	Oct. 1, '11	Sugar, c.l., from Findlay, Ohio, to points in Canada.

Central R. R. of New Jersey.

495 Cancels 440	——	Oct. 11, '11	Cottonseed oil, c.l., Port Ivory (S.I.), to Montreal, 20 cts. per 100 lbs.

Buffalo & Susquehanna R. R.

Sup. 7 48	Sup. 7 2640	Oct. 9, '11	Class rates from B. & S. stations to points in Canada.

Wabash Railroad.

576 Cancels 78	12289 Cancels 36120	Oct. 17, '11	Commodities from Buffalo, Black Rock and Suspension Bridge to points on Wabash stations in Canada.

Michigan Central Railroad.

Sup. 19 1351	Sup. 19 7766	Oct. 23, '11	Iron and steel between points in Canada.
Sup. 6 1767	Sup. 6 8803	Sept. 2, '11	Commodities between points in Canada.
Sup. 2 1756	Sup. 2 8777	Sept. 23, '11	Commodities, points in Ontario to U. S. Atlantic seaboard, for export.

Philadelphia & Reading Ry.

343 Cancels 302	——	Sept. 30, '11	Classes P. & R. stations to points on G. T. Ry. in Canada.

Bay of Quinte Railway.

407	133	Aug. 31, '11	Arbitraries to be used in making through rates to points on the G.T.R.

Lake Shore & Michigan Southern Railway.

Sup. 7 214	——	Oct. 1, '11	Iron and steel articles from L. S. & M. S. stations to points in Canada.
Sup. 21	——	Dec. 1, '11	New iron and steel rails L. S. and M. S. stations to points in Canada.

Baltimore & Ohio Railroad.

Sup. 7 618	——	Oct. 15, '11	Iron and steel articles from B. & O. stations to points in Canada.
Sup. 2 881	——	Oct. 2, '11	Classes B. & O. stations to points in Canada.
891 Cancels 798	——	Oct. 3, '11	Scrap iron and steel, B. & O. stations to points in Ontario.
Sup. 11 693	——	Oct. 1, '11	Billets, pig iron, etc., B. & O. stations to points in Ontario
Sup. 4 851	——	Oct. 1, '11	Billets, pig iron, etc., B. & O. stations to points in Canada.
Sup. 1 878	——	Oct. 16, '11	Glass and moulding sand from B. & O. stations to points in Ontario.

Pennsylvania Railroad.

Sup. 9 JJ 30	——	Oct. 1, '11	Iron and steel articles, P. R. R. stations to points in Canada.
Sup. 4 J 32	——	Dec. 1, '11	New iron and steel rails, c.l., P. R. R. stations to points in Canada.

St. Louis East-Bound Freight Committee.

Sup. 4 1	Sup. 4 300	Oct. 16, '11	Class and commodity rates from St. Louis and other Mississippi Crossings to points in Canada.

Erie Railroad.

238 Cancels 232	——	Oct. 13, '11	Billets and other iron and steel articles, c.l., Elmira, N.Y., to Montreal, Que., $3.50 per gross ton.

Bessemer & Lake Erie Railroad.

100 Cancels 58 90	——	Oct. 1, '11	Iron and steel articles B. & L. E. stations to points in Canada.

Lehigh Valley Railroad.

956 Cancels 871	——	Oct. 1, '11	Classes from L. V. stations to points on the G. T. R. in Canada.
957	——	Oct. 1, '11	Iron pumps, Seneca Falls, N.Y., to Montreal, c.l., 16 cts. per 100 lbs.; l.c.l., 27 cts. per 100 lbs.
958	——	Oct. 1, '11	Core, glass and moulding sand, c.l., from Sylvan Beach and Sylvan Junction to Guelph, Ont.
959 Cancels 952	——	Dec. 1, '11	New iron and steel rails, South Bethlehem, Pa., to points in Canada.

NEW PATENTS

The following is a list of patents granted to Canadians, by the Canadian Patent Office, and furnished by Fetherstonhaugh & Co., 5 Elgin St., Ottawa, Canada.

135,108, J. H. Baker, Winnipeg, Man. Chimney Pots. Jas. H. Baker.

135,113, F. W. Bull, Oshawa, Ont. Harmonic Tone-Prolonging Bridges for Pianos. F. W. Bull.

135,114, M. Burrett, Toronto, Ont. Detachable Dress Shield Holding Means. M. Burrett.

135,121, J. A. DeCew, Montreal, Que. Processes of Recovering Escaping Acid Gases from Sulphite Towers.

135,124, L. Dragon, Duvernay, Alta. Wagon Tongue Steadiers.

135,130, S. M. Gilbert, Rainy River, Ont. Grain Car Doors.

135,141, Geo. R. Kendall, Vancouver, B.C. Vacuum Cleaners. Geo. P. Kendall.

135,142, Jos. A. Lachaine, St. Martin, Que. Combined Heating and Cooking Stoves. Jos. A. Lachaine.

135,145, A. A. MacDonald, New Glasgow, N.S. Vehicle Wheels. A. A. MacDonald.

135,158, A. D. Nicholson, Toronto, Ont. Vacuum Cleaners.

135,202, Wm. H. Strange, Toronto, Ont. Floor Scrubbing Devices.

135,206, Chas. S. Hook, Toronto, Ont. Compression Shaft Couplings. The Positive Clutch and Pulley Works, Ltd.

135,210, R. M. Zummerman, Montreal, Que. Dump Cars. The Hart-Otis Car Co., Ltd.

135,214, Chas. Desmarais, Hull, Que., and L. Blackmore, Ottawa, Ont. Shot Feed Attachments for Core Drills.

135,216, Jno. H. Alexander and Wm. J. Brinkman, Victoria, B.C. Machines for forming Railroad Spikes.

135,217, W. Darling and Jos. Thowgood, Winnipeg, Man. Tubes.

135,219, S. Vessot, Ed. Nadeau and A. Paquin, Joliette, Que. Candy Forming and Cutting Machines.

135,221, B. J. Nolan, Ottawa, J. Pharand, Hull, Que. Street Sweeping Machines or the like.

135,233, Jno. Batheson, Port Hood, N.S. Machines for Interlocking Rail Joints.

135,234, H. H. Bell, Edmonton, Alta. Horse Releasers.

135,240, P. F. Butterfield, Toronto, Ont. Railroad Spikes.

135,241, Jno. Wm. Caldwell, Woodstock, Ont. Auger Bits.

135,254, Wm. D. Fleming, Parry Sound, Ont., Wood Polishes.

135,257, Wm. Geddes, Annan, Ont. Boring or Drilling Bits.

135,271, A. F. Hall, Toronto, Ont., Rail Joints.

125,265, Wm. A. Johnston, Vancouver, B.C. Fluid-Cooling Devices.

135,267, A. W. Kerr, Toronto, Ont., Candy Droppers.

135,270, F. O. Kunkel, Rockingham, Ont. Latch Cocks.

135,283, H. W. Monk, Elmwood, Ont. Latches.

135,301, H. J. Sissons, Montreal, Que. Processes for Cleaning Metals.

135,306, Wm. H. Berwick, Vancouver, B.C. Horseshoes.

135,314, I. Ed. York, Waterford, Ont. Stocking-Stretching Devices.

134,229, R. L. McIntyre, Toronto, Ont. Fireproof Stair Structures. McGregor & McIntyre, Ltd.

135,349, P. B. Motley, Westmount, Que. Hollow Sections for Culverts. Phillips B. Motley, Chas. N. Monsanat and Jno. G. Sullivan.

135,364, Wm. C. MacKenzie and Jno. Keith, Toronto, Ont. Dust-Laying Composite for Roads.

135,382, Wm. G. Bell, Toronto, Ont. Bars for Reinforced Concrete.

135,385, Jos, R. Brien, Montreal, Que. Refrigerating Apparatus.

135,391, Jas. M. Coleman, Westmount, Que. Dump Car Construction.

135,392, Jas. M. Coleman, Westmount, Que. Dump Car Construction.

135,393, H. A. Coulter, Winnipeg, Man. Apparatus for Railway Signals for Protecting Railway Crossings.

135,394, Jno. J. Day, Montreal, Que. Flying Machines.

135,397, Thos. Duberville, Eganville, Ont. Collapsible covers for Hay, Grain, Harvesters, Machinery, and the like—Collapsible Portable Supports therefor.

135,404, Geo. G. Gale, Ottawa, Ont. Fare Boxes.

135,407, Ed. D. Gould, Moncton, N.B. Latches.

135,414, A. Hougestol, Miller, Alta. Siever.

135,415, Chas H. Houson, Wallaceburg, Ont. Arched Files for Letters or Other Papers.

135,416, M. J. Hynes, Vancouver, B.C. Plaster-Securing Means.

135,422, Z, Langlais, Montreal, Que. Fountain Brushes.

135,425, O. McFarlane, Toronto, Ont. Grain Doors.

135,432, Jno. McGill, Owen Sound, Ont. Grain Doors for Railway Cars.

135,436, Jas. Jos. Noon, Toronto, Ont. Hose Couplers.

135,444, L. G. Read, Montreal, Que. Desk Diaries.

135,476, H. Jas. Page, Hamilton, Ont. Seal Locks. H. Jas. Page, Jos. F. Harts and A. Hyman.

135,525, Wm. H. Billings, Toronto, Ont. Attachments for Clothes Line Props.

135,538, R. M. Brown, Corbyville, Ont. Hinges for Gates.

135,550, R. C. Gible, Vancouver, B.C. Pipe Clamps.

135,579, R. Ed. Reardon, Ottawa, Ont. Rifle Sights.

135,589, Jos R. Tourangeau, Windsor, Ont. Fuel Oil Filters.

135,590, C. Turgeon, St. Charles, Que. Combination Locks.

CERTIFICATES OF ORIGIN.

A report recently issued by the Department of Trade and Commerce gives some changes in the regulations relating to the consular forms and certificates of origin to be made out in shipping goods to a number of foreign countries. The following covers Cuba and Italy:

Cuba.

The fees for certification of invoices and bills of lading have been changed in the consular tariff law of Cuba, as follows:—

Invoices of less than $5 are not required to be certified. For invoices of more than $5 but less than $50 the charge is 50 cents; more than $50 and less than $200, $2; invoices over $200, $2 plus 10 cents for each additional $100 or fraction thereof. The certification of every set bill of lading is $1.

Italy.

No special forms are required to be filled in by exporters of goods to Italy. Certificates of origin, however, must contain the following information:

(*a*) Declaration of origin of goods made by the competent authority who issues the certificates, not by the shipper.

(*b*) Name and residence of shipper.

(*c*) Name and residence of the receiver.

(*d*) Quantity, marks and number of packages.

(*e*) Quality of goods according to commercial denomination.

(*f*) Gross weight of packages.

(*g*) Means of transportation used in shipping.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.

67. **Box Shooks.**—A Cuban firm of commission merchants are in the market for box shooks. Correspondence is invited.

68. **Canned Goods.**—A Glasgow house wishes to get in touch with Canadian manufacturers of canned goods.

69. **Cement.**—A Cuban firm wishes to secure the representation for a line of Canadian cement.

70. **Condensed Milk.**—A Bermuda firm are in the market for condensed milk and will be glad to receive communications from Canadian manufacturers.

71. **Elm Lumber.**—A firm in Havre, France, wishes to get into communication with Canadian exporters of elm. They buy annually from 20 to 25,000 square feet in beams 27 ft. long and upwards, and 12 in. in diameter. They are interested only in high-class stock. References are supplied.

72. **Envelopes.**—A Havana firm asks for samples and quotations on envelopes.

73. **Furniture.**—A South African firm of manufacturers' agents wishes to get in touch with Canadian manufacturers of school and church furniture and chairs for halls.

74. **Furniture.**—A Havana firm asks for catalogues and quotations on household furniture of Canadian manufacture.

75. **Hog Casings.**—A South African firm of wholesale merchants desires to be placed in touch with Canadian manufacturers of hog casings. They ask for full particulars in reference to the goods, with quotations c.i.f. Durban.

76. **Kraft Brown Paper.**—A Christchurch, N.Z., firm of importers wishes to get in touch with Canadian manufacturers of kraft brown paper.

77. **Kraft Paper.**—A New Zealand firm of importers wish to get in touch with Canadian manufacturers of Canadian kraft wrapping paper. They state that a considerable amount of this class of paper is coming from Sweden. and that under proper conditions a large demand could be developed for the Canadian product.

78. **Lumber.**—A South African firm wishes to get in correspondence with Canadian exporters of oak, walnut and other woods used for cabinet making.

79. **Machinery.**—A Cuban firm is ready to handle various lines of Canadian machinery.

80. **Newspaper.**—A Cuban firm wishes to get into correspondence with Canadian manufacturers of news paper.

81. **Paper Strawboards (lined and unlined), Wood Pulp.**—A Dunedin, N.Z., firm wishes to secure the agency for Canadian lines of the above articles. The firm is well established and could give good references.

82. **Paper Boxes.**—A Havana firm handling large quantities of paper boxes wishes to hear from Canadian manufacturers of the same.

83. **Print and Wrapping Papers.**—An Amsterdam firm is in the market for Canadian print and wrapping papers.

84. **Printing Paper.**—A Bermuda publisher wishes to get in correspondence with Canadian manufacturers of printing papers.

85. **Sanitary Supplies.**—A Havana firm ask for catalogues and quotations on sanitary supplies.

86. **Soaps.**—A Bermuda firm wishes to get in touch with Canadian manufacturers of toilet soaps.

87. **Stationery.**—A Cuban firm is in the market for Canadian lines of stationery.

88. **Table Oilcloth.**—A Newfoundland firm wishes to get in touch with Canadian manufacturers of oilcloth for table covering.

89. **Trunks and Valises.**—A Newfoundland commission agent wishes to secure the representation of a line of Canadian trunks and valises.

90. **Underwear.**—A Bermuda firm wish to get in touch with Canadian manufacturers of underwear.

91. **Walnut and Oak Lumber.**—A Capetown, South Africa, firm wishes to get in touch with Canadian exporters of walnut and oak lumber.

92. **Wood Pulp.**—A Havana firm handling large quantities of wood pulp wishes to get in touch with Canadian exporters of the same.

AGENCIES.

1. **Agent.**—A correspondent in Masterton, N.Z., wishes to secure the representation of lines of Canadian goods. The writer has had experience in dry goods and jewelry trades and has wide connection throughout the colonies.

2. **Agency.**—A Dunedin, N.Z., firm wishes to act as agents for Canadian manufacturers of safety matches, candles, paraffin wax, fruit jars and fibre plaster.

3. **Agency.**—A correspondent in Hamburg, Germany, wishes to secure the agency for Canadian products. Special enquiry is made for asbestos, cereals, evaporated fruits, furs and lumber. The enquirer has a wide connection throughout Germany.

4. **Agency.**—A Hamilton, Ontario, firm of manufacturers' agents wishes to secure additional lines of goods. The firm is particularly interested in household specialties, novelties, etc. It is well recommended and can supply excellent references.

5. **Agency.**—A Melbourne, Australia, correspondent wishes to secure representation for various lines of Canadian goods. He has had wide experience in travelling throughout Australia for a British manufacturer of hardware specialties. He states that he has a good connection throughout Australia and is desirous of securing enough lines to enable him to cover the entire country.

Special Enquiry.—A New York firm wishes to communicate with Canadian exporters. The firm has been doing an export trade from New York for several years, handling chiefly mine products and various raw products for American and foreign industries. They are willing, if proper arrangements can be made, to contract for a certain part of the output of Canadian manufacturers, or they will act as their exporting agents. First-class references can be supplied.

PRODUCTION OF PRINTING PAPER.

In an article on the utilization of spruce wood for the manufacture of printing paper, an exchange states that approximately 8,000 copies of the ordinary sized city daily newspaper can be made from one ton of paper. It takes one and one-half cords of spruce to make a ton of paper. About five tons of paper come from the average acre of spruce land, —that is, where no trees not eight inches in diameter are cut. The newspapers of the United States print, it is estimated, over 1,000 acres a day.

LITTLE WORK, A LOT OF PAY.

President Gompers of the American Federation of Labor has appeared against the introduction of "scientific management" among workmen in the employ of the federal government. The change would tend, he explains, towards getting as much work as possible on the lowest possible pay. What Mr. Gompers doubtless favors is a little work and a lot of pay. —*Boston Record.*

The heat developed by machinery in motion is sometimes considerable, as indicated in some figures collected by a committee in England appointed by the Home Secretary of State to investigate conditions in cotton mills. The average amount of heat given up by the looms in three weaving sheds on a cloudy day was about 62 per cent of the total generated in each shed. The amount of heat emitted by the operatives averaged about 21 per cent. and the amount of heat radiated from steam pipes amounted to about 17 per cent. To determine the effect of sunshine on the temperature, observations were taken in a number of sheds of the rise in temperature between 6 a.m. and 5.30 p.m. on both cloudy and sunny days, and it was found that the average increse due to the sun was 48 per cent.

Gunns Limited have established a Cotton Seed Oil plant in connection with their meat-packing industry in West Toronto. This is the first plant of the kind in Canada, although a considerable amount of this product has been used in this country. The new factory has been equipped for a large output, the company apparently having unlimited confidence in the market for these goods.

AMONG THE INDUSTRIES

Canada Bread Co. will enlarge their plant in Montreal.

Port Stanley will spend $21,500 on a hydro-electric plant.

The Boeckh Bros. Co., Toronto, will enlarge their plant.

The Regina Cartage Co. are building a $55,000 warehouse in Regina.

The Norton Co., Chippewa, Ont., are making extensions to their factory.

The Stuart Co., bakers, Montreal, will build a $40,000 bakery in that city.

The Hobbs Manufacturing Co., London, are adding to their factory buildings.

J. Darch & Son, London, Ont., will build an addition to their harness factory.

F. M. Brown, Alliston, is building a two storey brick factory in that place.

W. V. Dawson & Co., Montreal, are building a four storey factory building in that city.

C. O. Clark & Bro., brass founders, Montreal, are building a new factory in that city.

Canadian Yale & Towne, Ltd., St. Catharines, are building an addition to their plant.

The Devonshire Mfg. Co., Toronto, will build a small factory on Davenport Road.

J. C. Wilson & Co., Montreal, will erect a large warehouse and office building in that city.

Grasseli Chemical Co., Cleveland, O., will establish a million dollar plant at Hamilton, Ont.

The Lartz Marble Co., Buffalo, N.Y., will install a stone cutting plant at Bridgeburg, Ont.

William Neilson, Ltd., Toronto, are erecting a new building in connection with their plant.

A lithographing company are negotiating for the loan of $30,000 from the town of Simcoe.

The Hamilton Bridge Works are having plans prepared for a $150,000 plant in Hamilton.

The Gaso Electric Motor Co. are considering the establishment of a plant at Niagara Falls, Ont.

The Sawyer-Massey Co., Hamilton, are erecting a $15,000 storehouse in connection with their plant.

It is reported that the Independent Harvester Co., Plano, Ill., will manufacture in Brandon, Man.

The London & Petrolia Barrel Company will build an addition to their London factory next year.

The Virginia and Rainy Lake Lumber Co. are considering the erection of large mills at Fort Frances, Ont.

The Canadian Sumner Iron Works, Vancouver, B.C., will erect a foundry and iron works at Burnaby, B.C.

The John Palmer Co., Fredericton, N.B., are considering the erection of a new $25,000 factory in that city.

The Mueller Manufacturing Co., of Decatur, Ill., are considering the establishment of a factory in Edmonton.

It is reported that the Canada Cement Company will make extensive additions to their plants in Western Canada next year.

It is reported that John Todhunter, Fernie, B.C., will establish a fire brick and tile manufacturing plant near Fernie.

The Works Department of the city of Montreal will establish a machine shop, which with equipment will cost $40,000.

Geo. White & Sons Co., threshing machinery manufacturers, London, Ont., will build a $10,000 warehouse at Brandon.

J. C. Dalzell, manufacturer of spring mattresses and lounges, formerly of Moncton, has removed his plant to St. John, N.B.

Commercial Cars, Limited, Luton, Bedfordshire, Eng., are considering the establishment of a branch factory in Montreal.

The Dominion Die Co., of Montreal, took possession of their new factory on Aird Ave., Maisonneuve, early in September.

Listowel, Ont., will vote on a proposal to loan $25,000 to the Electrical Supply Co., on condition that they establish a factory there.

The Tacoma Match Co., Tacoma, Wash., will build a Canadian branch factory in New Westminster, B.C., at a cost of $25,000.

The Smith Foundry Company, Fredericton, N.B., whose foundry was destroyed by fire some time ago, will erect a new building at once.

The St. Lawrence Pressed Brick and Terra Cotta Co., Limited, is just completing the erection of a large plant at Laprairie, near Montreal.

The J. C. McLaren Belting Co., Limited, Montreal, have moved into their new factory on Beaumont Ave. The new building is up-to-date in every respect in construction and equipment.

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COMMENT OF THE MONTH.

Workmen and Compensation.

AN INTELLIGENT basis for the discussion of methods for compensating workmen who are injured while employed at their regular vocation was provided in the able and illuminating address given by Mr. F. C. Schwedtman, on the subject, during the Convention. The interest which is taken in the question was shown by the large attendance, including many workmen and superintendents, factory inspectors, and manufacturers. We hope to be able to reproduce the text of Mr. Schwedtman's address in an early edition of INDUSTRIAL CANADA. The practical results were the appointment of a special committee of the Association to inquire into the systems in force in the leading industrial countries of the world, and to recommend a solution in Canada. Mr. Schwedtman, in his address, laid emphasis on the side of prevention. Prevention is the desirable end, and there is little doubt but that very many of the accidents which now occur may be classed as unnecessary. Carelessness on the part of the workman, or a lack of proper safety devices, for which the employer is to blame, are jointly responsible for a great industrial casualty list. The first work to be done is to bring home to employer and employee alike the folly of continuing in the present costly manner. The elimination of accidents should be the first objective point. There are, however, always accidents which cannot be guarded against. It is the part of workmen's compensation legislation to see that equitable provision is made in these cases. In the past, owing to faulty and unfair legislation, much of the money which has been paid out in satisfaction of claims, has been dissipated in law costs. Such a condition cannot endure. Two distinct systems have been devised for meeting the difficulty, one represented by the English Act, and the other by the German Act. The English Act has been shown to invite malingering and dishonesty, and has put a great burden on the industries of the country. The German system, on the contrary, has worked out in a way which is satisfactory alike to workmen and employers. Ontario is now face to face with a Workmen's Compensation Act. The subject is alive in several of the other provinces. A broad and thorough investigation by a Committee of the Association, with the accurate knowledge of factory conditions held by the members, is a great necessity at the present time.

Faster Freight Service.

MR. H. J. WADDIE was responsible for an interesting discussion on the subject of freight service. He pointed out that the present service by freight was exceeding uncertain. Shipments might reach their destination within a reasonable time, and they might not. He instanced a case where goods shipped from England to Vancouver had been received there before a similar shipment

from Hamilton, forwarded at the same time. Such conditions, he claimed, were as unnecessary as they were irritating. He advocated the publication of schedules for freight trains, whereby a manufacturer could inform himself as to when it would be necessary to turn goods over to the transportation company in order to assure their delivery at a given point before a given time. This, he claimed, would lessen the cost of transportation to many shippers, who could use a freight service, even if it were considerably slower, so long as it were regular and dependable, in preference to the service provided by the Express Companies. As Mr. Waddie says, there is little reason for the extravagant uncertainty of the present freight service. Trains run out of the principal shipping centres every day, and there must be some schedule upon which they work. In the countries of Europe fast freight services are given by the railways which compete in speed with our Express service. It is not so much high speed that is demanded here as regularity and certainty.

Parcels Post.

HOW IMPORTANT is the problem of distribution was illustrated by the consideration that was given to the subject of parcels post at the Convention. Mr. R. D. Fairbairn opened the discussion with a general review of the situation on this continent and in Europe. That buyer and seller are brought closer together in Europe than in America was amply proven. In Germany, where business is carried on according to scientific principles, parcels post has been developed to the highest degree. The charge is low, and the restrictions are few. Practically everything in the whole scale of purchasable goods to a weight of one hundred and ten pounds can be sent through the mails at a fraction of a cent a pound. What a boon to the city dweller ! The householder in the congested district can buy his butter or vegetables, or a dozen other articles of daily consumption, direct from the farmer in the most remote province of the Empire. A hundred and ten pound parcel will include most of the ordinary supplies of a family. Thus parcels post removes that burdensome disadvantage which comes from living in a large city with only a comparatively small farming population immediately adjacent. It brings the farmer and the consumer of his products together, even though they are hundreds of miles apart. What is worked in Germany on this large scale is in force in other countries on a less elaborate basis. In France the limit of weight is twenty-two pounds, although it will be seen readily that this allows for a very general distribution of merchandise; and the charge is low. In Great Britain eleven pounds is the maximum weight. In Canada we suffer from the dual disadvantage of a high cost and low maximum weight. We can only send five pounds, and we are charged sixteen cents a pound for doing so. It was urged by one speaker that the broadening of the parcels post system would operate to the disadvantage of the merchants in the smaller towns. That might be the case if the reduction in rates were very marked; but only to the extent that the consumer was able to get into more direct contact with the producer. But, as conditions now exist, the ones who get the benefit are the foreign and British merchants, who can send larger parcels to points in Canada, at a less cost than can Canadian merchants in the next town. No feature of the transportation problem is of greater importance than this, and it will call for careful study and investigation by the Railway and Transportation Committee during the coming year.

Reasons for a Tariff Commission.

WITH the definite pronouncement by the Prime Minister that a tariff commission will be appointed, much speculation has occurred as to the place which such a commission will take in our governmental system. We are indebted to Mr. S. Morley Wickett for a discussion of this in an article which we reproduce from a recent issue of *The Canadian Courier*. Mr. Wickett puts emphasis on the two points which are of essential importance in the problem of tariff construction through a commission. Accurate knowledge must be the basis of all rate making. That presupposes the collection of adequate data by men who are specially skilled in the work of investigation. Tariffs must be made scientifically, instead of, as in the past, politically. All the elements that enter into the cost of production at home and in competing countries, the requirements of various localities, the national need for markets, the development of local resources, these and a hundred other ramifications must be known, not only individually, but no less in their relation one to another. That such information cannot be acquired in the ordinary course by Cabinet Ministers is not to be wondered at. At best their investigations only bring out the individual demand for higher or lower duties. They are swayed by political exigencies, and their decision is made without sufficient data. The strength of the commission idea is that the ministers will have ample and accurate information before them when they are dealing with any schedule. The second point which the writer urges, and rightly, is, that the commission must be an advisory, not an administrative, body. In other words, responsibility for the tariff must rest with the Government. There seems little doubt but that the tariff will remain in politics for many years to come. So long as there is any difference of opinion as to the policy of protection, the methods of granting it, or the extent to which individual industries should be encouraged, so long will the tariff remain in politics. Hence it would not rest with the tariff commission to say that the duty on a certain article should be a certain amount. Their work would end when they advised the Minister of Finance that it cost so much to produce that article in Canada, and so much to produce it in competing countries, that there was so much provision for its manufacture here, that living conditions were

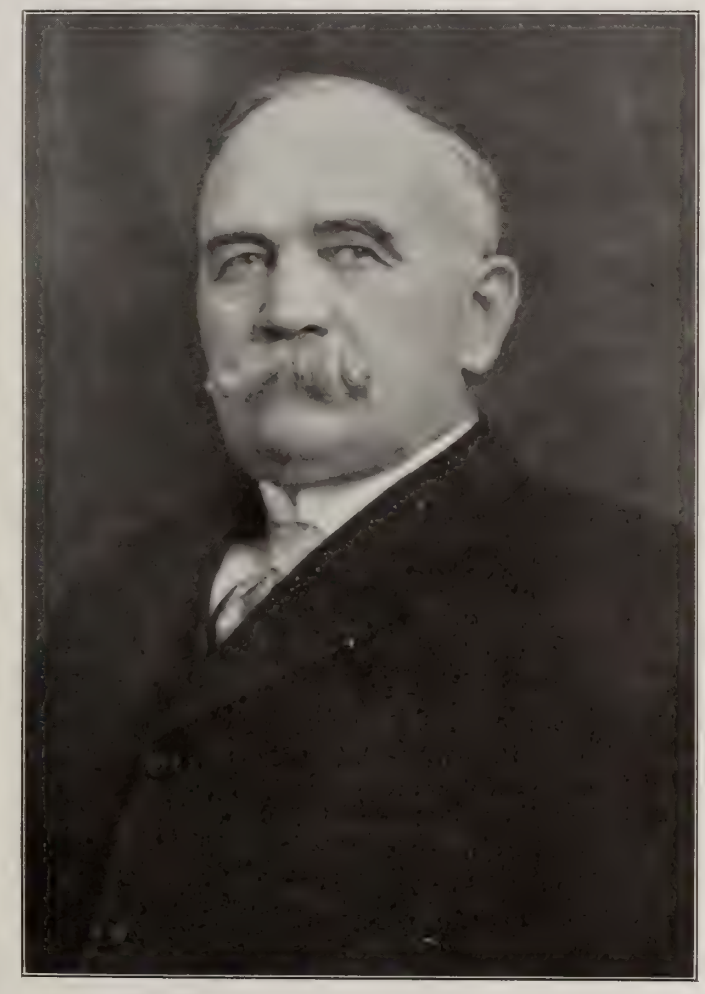
of such a kind here and abroad, and so on through the many points which affect the question. With this information at hand the Minister must assume the responsibility of fixing the tariff. Mr. Wickett is to be thanked for his lucid exposition of the problem of the tariff commission.

Loyalty to Home Producers.

TO QUOTE with slight changes a paragraph issued by a Texas business organization : "Every dollar spent in patronizing home industries is an invitation to outside capital to invest in Canada. Nothing is so stimulating to home industry as the knowledge that there is a market for its products close to the place of manufacture. When foreign capital realizes that Canadian people buy Canadian-made articles, then it will come into the country and build big factories. Canada needs factories." Much meat is contained in that business statement.

Should Patronize Home Producers.

ATTENTION was called at the Convention to the use of foreign goods in the construction and equipment of public buildings, towards the erection of which Canadian manufacturers had contributed extensively. The protest which was made against this practice was most timely. It is unnecessary to go into details here, although more than one case could be specifically mentioned. However, under the glamour of the magic word "imported," directors have accepted goods from abroad which could have been supplied of as good quality and at as low a price by local manufacturers. The Canadian market is at the best not very large. It has the additional disadvantage of being scattered over a great area. Hence, in order to get costs down to the low figure which enable manufacturers to compete on an equality with foreign rivals, it is necessary to hold as much as possible of the local trade. Under the circumstances, it is most discouraging to find the very institutions which one has been supporting transferring their business to outside producers. Canadian manufacturers are now turning out a wide range of goods; the quality of their products has improved, till now in most lines they can supply any demand. It is surely time that the imported shibboleth disappeared. Self-reliance is a valuable national trait. It can be developed by the encouragement of native endeavor, in whatever field it may appear. In asking for this, manufacturers are only asking for the treatment which they are ready to accord others. They employ their men here, do business with local institutions, and make possible, in many cases, the prosperity of the town in which they are situated. Co-operation should be as beneficial to one side as to the other.



MR. N. CURRY

(Canada Car & Foundry Co., Ltd.)

President Canadian Manufacturers Association, 1911-1912

Making the Most of It.

CANADIANS have had the advantage of hearing a number of experts on town planning during recent months, by no means least of whom is Prof. T. A. Mawson, who has just given a series of lectures in Toronto, on this timely subject. The difficulty heretofore has been that those who have shown an interest in the beautification and the economic utilization of the natural advantages of our cities have comprehended but a small percentage of the whole citizen body, and that the torch of progress has been kept burning only by the enthusiasm and public-spiritedness of a very few. The great mass have looked askance at such movements. They have prided themselves on their practical common sense in comparison with the idealism of these visionaries. Commonplace people always pride themselves on their common sense. Those who come after them will not have the same high opinion of their shrewdness. Who were the wise and sane men when the subject of widening the business streets of Montreal came up years ago ? The common sense men who baulked at the expense, or the visionaries, who said that the work must be done sometime, and that it had better be done then than a few years later when it would cost four times as much ? Later history has given the answer. Those who are interested in town-planning point out that it costs no more to develop a city along right than upon wrong lines. If a big plan is not adopted in the first place there will be no sub-

sequent co-ordination in the various parts. Yet parks have to be provided, streets have to be devoted to street car traffic, access must be given to the farmers, railways have to enter, and public buildings have to be erected. Why should not the beauty of the city be conserved and expanded through a systematic planning of these parts? It is a question of making life more livable for the citizens in the city in which it is their lot to spend their days. Fine buildings properly grouped are educative; so are boulevards and parks and monuments. The enjoyment of them makes a man a better citizen. It is sincerely to be hoped that the public lectures which have been given will arouse the public to their opportunities and their responsibilities. Toronto and Montreal might both be garden cities if the citizens so willed it. Ottawa is becoming one now. A strong public sentiment in support of the town-planning movement is very necessary.

The Western Situation.

SOME stock-taking must necessarily follow the present situation in the West. An unfavorable autumn has retarded farm operations so that the crops were late in being cut, and the threshing has taken place under disappointing conditions. The value of the crop must necessarily be much below what the golden promise of the midsummer held out. Fortunately the parts which were most affected last year have come off best this year, and no permanent injury is done. With the experience of the past two years vividly before them, the farmers of the prairies may be more inclined to turn a sympathetic ear to the advice of those who have been urging them to develop a system of mixed farming. It is satisfactory to note that the Grain Growers' Guide has added its voice to the general chorus against the practice of staking everything on a bountiful wheat crop. It is a gamble wherein, no doubt, if the seasons are favorable the farmer will make heavy profit; but, as in all gambles, the chances are not all with the player. Under a system of mixed farming, while the farmer does not stand to make as much money as he would under the best of circumstances, he will never be faced by the complete loss of a year's work through unseasonable rains or drouths. Ontario farmers have seen the wisdom of distributing the chances. Live stock, the dairy, and fruit culture have been added to grain-growing, and in many cases have practically superseded it in that province. As a consequence, the business of agriculture has been placed on a surer basis; the fat years and the lean years have given place to a fairly uniform prosperity, increasing as skill and science are brought to bear on its operations. The "wheat madness" of the West should make way for a safer and more rational theory. In a country where so much business is done on credit it is little short of disastrous to have the payments cease, or be seriously curtailed for a year. The financial position of Western Canada affects every class of our population in every part of the country. Hence it cannot be taken amiss if Eastern Canada takes an interest in seeing that that financial position is fortified in every way possible.

Prevention of Fires.

IN SPITE of the occurrence of fires during the past year in a couple of buildings which were equipped with sprinkler system, no question is raised as to the general efficacy of that system of fire protection. During the Convention, in answer to a question, Mr. Heaton pointed out that inside sprinklers were not a complete protection against fires from without. If a mass of flames swept in the doors or windows of a building, sprinklers might not stem the fire; but for the extinction of incipient fires within the building itself, sprinklers afforded practically complete protection. Prevention of fire is surely a more profitable provision than the more or less adequate insurance to be paid after the loss. The fire loss constitutes one of the heaviest burdens to industry and production on this continent to-day. Great material wealth is swept out of existence annually, yes, daily, through the ravages of fire. Its loss lessens so much the value of the production of the country. In other words, the cost of every article that is consumed, from the kitchen table to the threshing machine, is increased because of this loss. We are recklessly prodigal of material wealth in this new world. We exploit and hew and burn as if there was no limit to the resources with which we are surrounded. Our wastefulness is criminal beyond mention. And, as has been pointed out so often before, the fire waste is to a very large extent preventible. Where European nations lose cents by fire we lose dollars. The Commission of Conservation has done a great work in arousing a public conscience and in educating public opinion up to a protest against the destruction of forests and fisheries, and the impoverishment of the soil. It might well take up the vital subject of fire prevention in inhabited districts, as one phase of its work. On no subject do the people of North America stand in greater need of education.

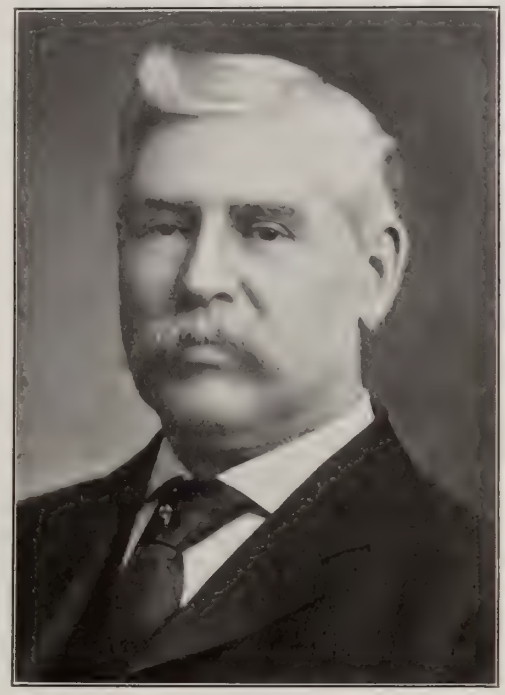
Renewed Interest in Good Roads.

NOW that the improvement of highways has assumed the dignity of a plank in a party platform, we may expect to find some real public interest in the question. At a previous meeting of the Association, at Hamilton, Hon. Mr. Graham pointed out the economic aspect of the good roads movement. It costs more to haul a load over a bad road than over a good one. Everything which is bought or sold has to be transported some distance. It may be the farmer's produce to market; it may be the manufactured product from the freight shed to the store, and from the store to the house. In every case the additional cost must be added to the selling price. That is the point. It pays to have good roads. Great efforts are being con-

stantly exerted to have the cost of transportation by rail reduced. In the case where the public have it in their own control to reduce the cost or not, what have they done? With regret it must be admitted that they have accomplished next to nothing. In the vicinity of the big cities, where the roads should be best, they are notoriously impassable. Consequently the citizens are deprived of the free and regular supply of farm produce, which is their greatest need. Rapid transit does not exist, regularity of service is impossible, and the wear and tear on vehicles is costly. A Good Roads' Movement is urgently needed. It should be the desire of governments and councils to bring the farmers and the consumers in the city together. This can only be done by making transportation as easy and cheap as possible. In the Province of Quebec, *La Presse* has already started a big work for roadway improvement. In Ontario, the City of Toronto, County of York, and Provincial Government have united in organizing the work in the immediate vicinity of the city. It is to be hoped that these beginnings will develop into a large scheme of Provincial roads.

Attendance at Technical Schools.

NOT the least important problem in technical education is that of getting the students to attend after the school is established. This question was discussed by Mr. Waddie, of the Hamilton Branch, in connection with a description of the work which was being accomplished in that city. The conditions are well enough known. It requires some pretty strong stimulus to induce a boy who has been working all day to go to school at night. His ambition must be aroused. Two methods are open whereby the necessary encouragement may be given; advice on the great value of such a course and an interest in the work of the employee on the part of the employer is by far the most efficacious; the other is the incentive given by prizes. But, while the latter course has its value, it is particularly valuable in getting consistent and good work out of those students who have already enough enterprise to induce them to attend. The work of getting unambitious and thoughtless boys to attend rests more on the personal efforts of superintendents and employers. They must be shown that the higher rewards of labor come to those with technical knowledge, that only by making the preliminary sacrifice will future success be attained. After all, there is no stimulus like example. How many instances can be shown where men have risen from the ranks to the leadership of big institutions? What striking examples have been given right here in Canada, to show the limitless possibilities for advancement? These are the instances which fire the enthusiasm and arouse the ambition. The effort is worth while. Complaint has been made, and with justice, that men qualified for the higher offices in our factories have to be secured from abroad. We have not been bringing up a class of skilled workmen to assume the foremanship or superintendency of factories. There is just one way in which this can be done. Education provides the route. The problem of bringing the technical school to the workman is urgent. On education depends the prosperity of the country. Our natural resources will in time disappear. The efficiency of the people must determine our ultimate success in our competition with the world.



MR. R. S. GOURLAY
(Gourlay, Winter & Leeming.)
Vice-President Canadian Manufacturers Association, 1911-1912

The Housing Problem.

THE Medical Health Officer of Toronto has come out boldly for a proper system of housing in the congested districts. He urges that the matter be turned over to the Health Department, as it affects closely the health of the public. A committee has been appointed, consisting of representatives of various public bodies, including the Toronto Branch of the Canadian Manufacturers Association, which will investigate conditions and make suggestions for improvements. There can be no doubt about the need for the work. The time to eliminate the curse of slums is before the slums take root. Toronto is fairly well in that condition now. It is true that congestion exists, but it has not attained the fixed position that makes it in bigger cities so unapproachable. There is little use in making great expenditures for pure water and better public services while the unhealthy and contaminating influences of a badly housed population exist in the very centre of the city. Proper houses with ample light will be the first step towards ensuring good health to the citizens. The Committee which has undertaken the work of investigation will no doubt be able to suggest an adequate scheme for the housing of the people without recourse to the overcrowding of the past. The work is not a new one. Some years ago an enquiry was made under the direction of Mr. Thos. Roden into the housing conditions of Toronto. The present investigation will be broader. It will have to do especially with the conditions obtaining in the districts which are inhabited by people of foreign birth and who in many cases are not alive to the importance of air and light as elements in their physical well-being.

RELATIVE CONDITION OF THE WORKMAN UNDER FREE TRADE AND PROTECTION

By W. A. Craick

That the Workingmen Live a Little Better Life and Enjoy More Comforts in a Country Where Their Labor is Protected is Shown by a Comparision.

IN proposing to make any change in Canada's fiscal system, it will always be necessary for the advocates of free trade or a reduced tariff to convince the people absolutely, that the change will not interfere detrimentally with existing conditions. For one thing, the workingman must be assured that tariff reduction will not deprive him of any of the comforts or advantages he now enjoys. The present well-being of the working classes is certain. Their continued prosperity under a condition of free trade is matter of doubt. to propose then that Canada should experiment and find out what would result from cutting down the tariff, is a line of action that she cannot afford to take. It would be like dropping the substance to grasp at the shadow.

On the other hand, it is no very hard matter to show some of the difficulties that the country would get into, if such a policy were adopted. For instance, it can be proved conclusively that in countries under a system of free trade, the industrial classes are worse off than they are in countries where protection is afforded to industry. Thanks to the careful investigations of the British Board of Trade, it is possible to demonstrate that the artisans of the United Kingdom, taken in the aggregate, are not in the enjoyment of such comforts and advantages as are the artisans of America. England is a typically free trade country and the United States as typically protectionist one, and because the habits, customs and standard of living of the people of both are akin to those of Canada, it follows that a comparison of the conditions prevalent in the two countries will have a direct bearing on the situation in the Dominion.

The British Board of Trade last year, conducted an enquiry into the question of wages and cost of living among the industrial classes of the United States, the results of which, as tabulated by Mr. G. R. Askwith, have recently been made public. Included in the report is a valuable comparison of the figures for the United States, with those for the United Kingdom and Wales, as secured in 1905 and revised to date.

In order to make the enquiry as complete and accurate as possible, statistics were secured from twenty-eight cities scattered throughout the industrial states of the East. Further, to make comparisons possible, three classes of industry are selected for investigation,—*the building trades, the engineering trades and the printing trades,*—because these three of all others are common to practically all countries. They are taken as typical industries, ranking as they do among the more highly organized and skilled, and the conditions found in them are assumed to represent the general state of the industrial classes in the country.

Without entering into the details of the finding, it was shown that in the building trades, weekly wages in the United States, exceeded those paid in the United Kingdom by a ratio of 243 to 100; in the engineering trades by 213 to 100; and in the printing trades by 246 to 100, or combining all three, the United States workman is shown to receive more than 2¼ times the money for his work that his British competitor receives. The investigators found further, that the proportion of unskilled or semi-skilled labor is greater in the United States, while what is termed unemployable labor, is greater in England.

The average number of hours of labor per week were found to differ in the three trades. In the building trades, the hours of the American artisan were eleven per cent. shorter; in the engineering trades they were six per cent. longer; and in the printing trades four per cent. shorter. From this it was deduced that the average working time in the United States is four per cent. shorter than in England. On this basis the average hourly earnings of the American workman, as compared with the British workman are as 240 to 100, or nearly 2½ times as great.

The Purchasing Power of Money.

Passing on to the important question of rents, the basis of comparison was found in houses containing the same number of rooms. Four-roomed dwellings were the only ones found in every city, in every city investigated, both in England and the United States. Five-roomed houses were general; three-roomed houses predominated in England; six-roomed houses in the United States. The investigators found that the American houses, while less permanent in construction, were, as a rule, much roomier and more convenient, and they noted that the standard was improving markedly. For three-roomed dwellings, the rent paid in the United States exceeded that paid in England by 98 per cent.; for four-roomed houses by 107 per cent.; for five-roomed houses by 120 per cent., and for six-roomed houses by 113 per cent., a mean of 109 per cent. Taken on a basis of rooms, the weekly rent per room in the United States averages 65 cents, as compared with 30 cents in England.

In pointing out reasons for the higher rentals in the United States, the report shows that there is a more generous allowance of land about the American house, that the fittings and conveniences are more modern and expensive, and that there is a higher level of material prosperity, which demands better accommodation,—in brief, that the superior living conditions of the American workman are reflected in the rent he pays.

To discover the relative cost of food, the investigators took the prices of eleven articles, viz.: sugar, cheese, butter, potatoes, flour, bread, milk, beef, mutton, pork and bacon. Tea and coffee were omitted, because tea is far more used than coffee in England, and coffee than tea in the United States. Sugar was found to be 44 per cent. dearer in the United States; cheese, 43 per cent.; butter, 26 per cent.; potatoes, 133 per cent.; flour, 39 per cent.; bread, 123 per cent.; milk, 29 per cent.; beef, 4 per cent.; mutton, 16 per cent.; bacon, 16 per cent.; and only in the item of pork was any commodity cheaper in the United States, that being 19 per cent. less. These figures, however, are a little extreme, as the British statistics were compiled in 1905, and in the interval, cheese had increased in price 10 per cent.; flour, 17 per cent.; bread, 8 per cent; British beef, 6 per cent., and

foreign beef 12 per cent. Potatoes, milk, foreign mutton and pork were unchanged, while sugar, butter, British mutton and bacon were 7, 2, 2, and 3 per cent. cheaper in each case.

A Fair Comparison.

In order to institute a comparison that would be instructive, it was figured out just what the week's food supply of an average British workingman's family would cost in the United States. To compare the purchases of average families in both countries on any other basis would be impossible, because of the different kinds and quantities of food consumed. On this basis it was found that the cost of the average British workingman's budget, at the predominant prices of the two countries, would be as 100 to 138, one hundred being the British standard. That is to say, he would have to pay 30 per cent. more for indentically the same food in the United States. Conversely, were the average United States workman to purchase his usual supplies in England, he would get them for twenty per cent less.

However, the real interest centres in the budgets themselves, for it is more to the point to learn the proportion of the workingman's income, which is spent on food in the two countries than merely the amount spent. Three classes of incomes were investigated in England, and four in the United States. In England the average percentage of income expended on food was 64 07 per cent. In the United States the average was 42 68 per cent. From this it is apparent that the American workman, while he pays more for his food, has a larger margin of income available for other things than the British workman. His dietary, moreover, is more varied. While bread, flour and tea, form the principal components of the Britisher's bill of fare, the American gets more vegetables, fruit, cakes, rolls, coffee and meat. His consumption of meat and fish is from 23 per cent. to 95 per cent. greater, of eggs from 7 to 116 per cent., of potatoes from 32 to 43 per cent., and of vegetables and fruit from 138 to 383 per cent. In fact, the amount spent per capita on food in an American family begins at a figure a little higher than that at which the British maximum stops. But even at this the food bill takes a more subordinate place in the household economy than in the English home.

Summing up all these results it may be said, that while the cost of food and rent in the United States is 52 per cent. greater than in England, yet wages, being 130 per cent. higher, more than off-set the higher cost of living. Further, the margin of income over and above food and rent is so great as to make possible a command of the necessaries and conveniences and minor luxuries of life, that is both nominally and really greater than that enjoyed by the corresponding class in England.

What is true of the United States is true of Canada, for conditions in both countries are nearly identical. Canada is practically as self-contained as the United States. Almost every primary commodity in wide consumption is produced within its own borders. It is still relatively in an early state of its development. It has great natural advantages and opportunities for individual advancement, and its industries are growing nicely. The conditions of its working classes are, if anything, better than in the States, and the comparisons instituted between the latter country and England apply, with even greater force in the case of Canada.

With this object lesson before them there should be no hesitation on the part of the Canadian workingman in deciding strongly against any downward change in the tariff.

THE PROPOSED TARIFF COMMISSION FOR CANADA —AN ESTIMATE AND A FORECAST

By S. Morley Wickett

In "The Canadian Courier"

TO investigate, with any degree of thoroughness, the industrial conditions of a modern country and then to frame up a tariff with its thousands of items and hundreds of clauses—stupendous is a task; for the political Government itself to do it satisfactorily is impossible, as most protectionist countries have recognized. They have admitted it by appointing either temporary or permanent Tariff Commissions. For example, Germany has done so, also France, Italy, Japan and the United States. As for the United States it fell into line only two years ago, when it appointed a permanent Tariff Commission of three as an advisory body to the President. England, too, has a Tariff Commission, though an unofficial one, appointed by the Chamberlain wing of the Unionist party, which has published from time to time some of the results of its enquiries; and last summer the British Government itself, came to a similar way of thinking by appointing a Commission to go into the big subject of Imperial Trade Relations. Now, Canada also, is to have a permanent Tariff Commission, and the Government of the day is to enjoy the advantage of initial non-partisan, business-like, expert investigation of tariff matters.

No More Mistakes.

To put it in other words; as far as the Government can prevent it there are to be no more mistakes, such as were made at Paris when the French Tariff had to be renegotiated because our representatives had supplied France with an incorrect list of our most favored nations or at Albany two years ago when our representatives played unwittingly into the hands of the United States packers; or recently when the country was asked hastily to endorse an agreement that contained notoriously many sins of omission and commission. And now-a-days when government by Order-in-Council has been growing very fast we are to have in this form an additional safeguard.

That we have been content so long to raise our sixty or seventy millions of Customs Revenue without the aid of investigators, free from the worries of politics, able to unearth the facts of our industrial life, weigh dividends, estimate comparative costs of domestic and foreign production and present the facts intelligently, simply shows the tenacity of tradition. In other words, we have gone on revising our seven or eight hundred tariff clauses, covering ten thousand articles, according as political pressure has hit unbearably heavy here or there, or public opinion has cried too loudly about individual items among a host of this possibles. The Finance Minister, who could hush most of the noise was called clever; but the soft pedal and stops could not always satisfy conflicting demands.

A Strong Commission Wanted.

So much for conditions. As regards the constitution and the work of the Commission itself, one can only offer surmises. We may take for granted that the Commission will not be a board of first-class clerks of the civil service. It should be something much more imposing, in which both the Government and the people at large, will have full confidence. This seems to me to be the first condition of success. It should not be on a lower plane than the Railway Commission; otherwise it would suffer in both popular and political esteem and, to that extent, be handicapped from the outset. If found advisable, it might act as a court of appeal for Customs purposes, just as the Railway Commission does for certain appeals. In any event, if our Tariff Commission is to be a complete success, its character must be a guarantee to the people that, as far as fiscal conditions admit, we shall have a scientific, not a political tariff.

The Commission may, of course, have other duties. It may be a body to take charge of enquiries into specific industrial conditions; it ought to improve vastly our industrial statistics (something of great importance to any country); and it should economize the work and worry of Parliament and facilitate government. In the last respect alone, it should prove a paying investment of the highest kind.

The Tariff and Politics.

But, with all its virtues, any tariff Commission will not, can not, take the tariff out of politics. The Government of the day must itself remain the dominant authority, responsible to Parliament and the people for each and every schedule and rate. The Commission will, therefore, investigate and submit its findings to the Cabinet, though, on occasion, special reports may be allowed direct to Parliament. If, however, in the course of its activity it is able to draw up a special class of items on which the rates of duties can be readily adjusted from time to time, according to fiscal necessities, it will have done much toward discovering the path to a really scientific tariff, *i.e.*, one based more or less clearly on comparative costs of production in and outside Canada. This, again, is largely a question of policy, which must be decided one way or the other by the Cabinet itself. Then, there is the question of a maximum or fighting tariff and a minimum or most-favored-nation tariff, and finally the great subject of Preference.

Mainly Advisory.

While then, the Tariff Commission can only be an advisory body to the Cabinet, it means much that the Government of the day has decided to establish one. It is a body for which a great field for work of the highest type is waiting, and for which there is a distinct call.

It is interesting to note that the work of the United States Tariff Commission has recently had the unqualified endorsement of a committee of investigation, representing large industrial and commercial interests throughout the country. This committee reported; "The value of the work when completed will be so great and so evident as to leave no single doubt as to the expediency of maintaining it as a permanent function of the government for the benefit of all the people."

PULLEY CATALOGUE.

A complete pulley catalogue has just been issued by the Dodge Manufacturing Co., Toronto. The catalogue is illustrated throughout, and contains specifications and price lists. A copy will be sent to any address on request.

VOTES FOR INCORPORATED COMPANIES.

As indicating that the Montreal Executive are alive to the importance of the legislation which they secured at the last session of the Provincial Legislature, the following circular is reproduced, which has been sent to all the Branch members:

At the last session of the Quebec Legislature, the following amendment to the Charter of the City of Montreal was made:

"44a. Joint Stock Companies or Corporations may be entered on the voters list and vote in the name of, and through a representative of the Company, duly authorized to that effect by a resolution, a copy whereof shall be filed with the City Clerk, on or before the first day of December, each year; and they may so vote in all the wards where they pay taxes; provided such representative be a Director or Employee of the Company when authorized and called upon to cast his vote."

This change was brought about at the instance of this Association and of the other commerical organizations of Montreal. As manufacturers, we are deeply interested in seeing that the Mayor, Controllers and Aldermen elected are progressive, businesslike men, who will work to improve our Streets, and our Fire, Police and Lighting Systems. You are, therefore, strongly urged to take full advantage of the voting power accorded you.

All that is necessary is to have your Board of Directors pass a resolution in the following sense:

"Resolved, that John Blank be hereby authorized to be entered on the voters list of the City of Montreal, as representative of the firm of Blank & Co., Limited."

Send a copy of this resolution to Hon. L. O. David, City Clerk, before December 1st, with (or embodied in) a letter stating the date on which your Directors met; and also stating what office the person authorized holds in your Company, whether as a Director or as an Employee.

PROVINCES PRODUCING SHINGLES.

The production of shingles increases steadily in Canada, and in a bulletin to be published by the Forestry Branch of the Department of the Interior, this is shown together with the relative importance of the provinces for 1910. Compared with the Canadian lumber cut, the entire shingle industry amounted to less than the value of each of the five most important species—spruce, white pine, douglas fir, hemlock and cedar, during 1910. Considered separately, the shingle production assumes considerable importance, especially in British Columbia. This province is far in advance of the Eastern provinces as a shingle producer, and made up approximately half of the Canadian 1910 production of nearly two billion shingles, worth over three and a half million dollars. Over one-quarter of the shingles were manufactured in Quebec, where the five hundred and thirty-nine million pieces reported were an increase of sixty per cent. over the 1909 amount. Ontario and New Brunswick produced nearly equal amounts in 1910, one-tenth of the Canadian production being from each of these provinces. Ninety-eight per cent. of the total production was in the above four provinces, although shingles are made in every province of the Dominion. Nova Scotia, Saskatchewan, Prince Edward Island, Alberta and Manitoba, together, produced two per cent. of the total. The average price of shingles in 1910 was $1.80 per thousand, the values ranging from $1.51 for shingles in Nova Scotia to $2.27 in Saskatchewan.

FORTIETH ANNUAL CONVENTION OF CANADIAN MANUFACTURERS

Proceedings of the Annual Meeting of the Canadian Manufacturers Association, held in the King Edward Hotel, Toronto, on Tuesday, Wednesday and Thursday, October 10th, 11th and 12th, 1911.

On Tuesday, October 10th, at 10.45 a.m., the President, Mr. W. H. Rowley, took the Chair and called the Convention to order. After welcoming the members and expressing the hope that the Convention business would be considered carefully and expeditiously, he proceeded with the business of the meeting.

Mr. H. T. Meldrum and Mr. D. B. Gillies were appointed scrutineers.

The President.—The next business is Reports of Officers. The first order of business on the card is usually the Report of the Secretary. Mr. Murray has had a good deal to do this last day or two, and so I am going to ask you to defer the receipt of his Report until a little later, and I will now call upon our young friend Mr. Booth to give us the Report of the Treasurer.

Treasurer's Report.

Mr. George Booth then presented the Report of the Treasurer as follows: I am pleased to submit for your approval the Fortieth Annual Financial Statement of the Canadian Manufacturers' Association.

Especially is the duty pleasant to me at this time because of the fact that it is the statement of an organization that can truthfully claim to have kept itself entirely free from politics, but whose underlying principles nevertheless have recently been overwhelmingly approved by the popular vote of the Dominion.

If reminiscences may be pardoned in one whose connection with the Association has been of such long standing, I would remind you that your Treasurer was a humble though active member of the organization in the years long gone by when it was an important factor in the inauguration of that policy under which our agricultural, mining, lumbering and fishing interests, our transportation facilities and our industrial establishments have been so marvelously developed. It is no exaggeration to say that Canada is one of the most prosperous countries in the world to-day, and none will deny that we owe that prosperity in very large measure to our adherence as a nation to the principle of protection which first brought this Association into existence.

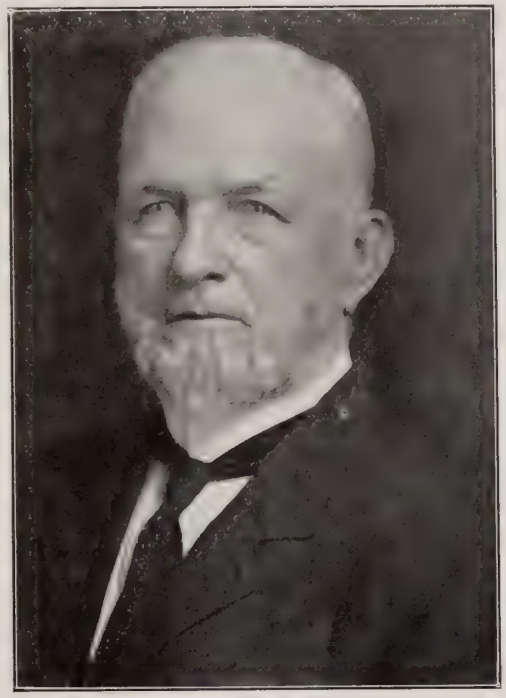
While it can scarcely be said that the late Government were actually hostile to the cause of protection, they at least displayed no marked enthusiasm for it; on the contrary, they clearly allowed the inference to be drawn that they were swayed by low tariff or free trade sympathies, with the result that industry has been more or less unsettled and the investment of capital has been hampered. But the people, who make and unmake Governments, have spoken with no uncertain sound, and their mandate to the incoming Government is, "Continue the old policy; legislate, first, last and all the time for the development of Canada and Canadian industries, taking into consideration the welfare of both capital and labor."

The assets of the Association as per statement are $31,917.97, and liabilities $12,211.39, leaving a surplus of $19,706.82, as compared with $21,690.11 for the previous year, a decrease of $2,983.29. By adding to this surplus $10,044.60—the liability for unearned fees, we have surplus assets amounting to $29,780.62, of which $23,460.58 is cash or its equivalent.

Our revenue for the year consisting of $35,099.87 from members' fees, $1,315.75 for interest, $5,950.36 INDUSTRIAL CANADA, $2,921.34 Trade Index, and a surplus from the Western Excursion, $234.79—was $45,522.11. The expense, including $15,000.00 to the Tariff Education Fund, was $47,508.11, leaving a deficit as above.

The revenue from members' fees has been more than ample to meet all the fixed and ordinary expense of the Association, the receipts therefrom having exceeded the disbursements by $2,505.70.

The total cash receipts from all sources, after deducting



MR. GEO. BOOTH

(The Booth-Coulter Copper and Brass Co., Limited)

Treasurer

sale of bonds, $9,042.00, were $73,115.92, and our disbursements $74,129.87.

There has been a steady and healthy growth of our membership, and doubtless the increase in our receipts from this source was partly owing to the change made last year in the grading of the members' fees. It may be expected a more marked result from this change will be shown this year.

INDUSTRIAL CANADA has again been an important factor in producing our revenue, having added thereto the large amount of $5,950.00.

Schedule "C" is a list of our investments amounting to $20,542.92. At one time during the year these investments were $29,584.92, but the extraordinary call upon us necessitated the sale of $4,000.00 bonds—City of London—and an

investment we had with the Toronto General Trust Company of $5,000.00.

The estimated revenue receipts for this year are: Members' fees, $36,000.00; Interest, $1,000.00; INDUSTRIAL CANADA, $5,000.00; Total, $42,000.00.

Respectfully submitted,

GEORGE BOOTH, Treasurer.

AUDITOR'S REPORT

CANADIAN MANUFACTURERS ASSOCIATION.

Incorporated.

BALANCE SHEET, 31ST JULY, 1911.

LIABILITIES.

Fees paid in advance and unearned	10,044 60
Accounts payable	1,166 85
Reserve for depreciation, furniture and fittings	1,000 00
Balance surplus assets	19,706 52
	$31,917 97

ASSETS.

Cash on hand and in bank	$2,562 09	
Investments—as per schedule	20,542 92	
Interest accrued on above	355 57	
		$23,460 58
Accounts receivable—Advertising	4,577 55	
Accounts receivable—Legal Department.	124 47	
Accounts receivable—Trade Index	11 50	
Fees accrued and due	259 16	
	$4,972 68	
Less reserve for bad debts	1,000 00	
		$3,972 68
Expense inventory		38 50
Furniture and fittings		4,446 21
		$31,917 97

Audited and found correct.

(Signed) WILTON C. EDDIS & SONS,
Chartered Accountants.

Revenue Account

For 12 months—ending 31st July, 1911.

1910.		
July 31st.		
By balance		$21,690 11
1911.		
July 31st.		
To Expenses—As per Schedule "A"	$31,933 55	
" Bad debts	372 15	
" Depreciation of furniture	200 00	
" Tariff Education Fund	15,000 00	
By Membership Fees		35,099 87
" Interest		1,315 75
" INDUSTRIAL CANADA—As per Schedule B		5,950 36
" Trade Index		2,921 34
" Western excursion		234 79
To Balance	$19,706 52	
	$67,212 22	$67,212 22

Schedule "A."

Expense Account.

For 12 months—ending 31st July, 1911.

Annual Meeting, 1910		$481 77
Branches:—		
British Columbia	$530 84	
Hamilton	347 45	
Manitoba	430 43	
Montreal	3,309 07	
Nova Scotia	288 49	
Quebec	207 39	
Toronto	1,455 25	
		6,568 92
Certificates		367 60
Council Fees		750 00
Departments:—		
Insurance		1,000 00
Legal		1,518 25
Tariff		5,060 56
Transportation		5,670 56
Exchange		279 21
Postage		730 42
Printing and stationery		1,170 22
Rent and light		759 30
Salaries		6,480 78
Taxes and insurance		81 00
Telegrams and telephones		113 74
Translations		268 71
Travelling		475 35
Winegrowers' Section		1 60
Sundries		156 04
		$31,933 55

Schedule "B."

INDUSTRIAL CANADA.

Statement showing Receipts and Disbursements for 12 months ending 31st July, 1911.

Cost of Publication.

Electros	$299 48
Special Literary Matter	326 50
Postage and Distribution	888 03
Printing and Stationery	8,436 40
Rent and Light	262 08
Salaries	5,151 98
Travelling	288 75
Telegraph and Telephone	50 30
Sundries	73 50
Profit for 12 months	5,950 36
	$21,727 38

Earnings.

Advertising—Display	$20,428 66
Advertising—Cards	1,179 99
Copies—Sale of	118 73
	$21,727 38

Cash Account.

31st July, 1910, to 31st July, 1911.

RECEIPTS.

Balance 31st July, 1910		$14,540 84
Bonds—Sale of	$9,042 00	
Commercial Reports	72 00	
Expense Items—Exchange	30	
" " —Montreal Branch	61 25	
" " —Translations	12 73	
" " Stationery	20 80	
" " Postage	74 34	
INDUSTRIAL CANADA	20,379 77	
Interest	1,159 72	
Legal Department	1,797 52	
Membership Fees	35,859 05	
Trade Index—Advertising	10,712 00	
Trade Index—Sale of copies	520 95	
Travelling Refunds	464 85	
Western Excursion	1,880 58	
Sundries Accounts Received	150 06	
		$82,207 92
		$96,748 76

DISBURSEMENTS.

Expense	$31,127 37	
Commercial Reports	56 00	
Fees Refunded	42 00	
Furniture and Fittings	328 30	
INDUSTRIAL CANADA	15,101 93	
Investment	20,391 80	
Investment—Interest on	125 06	
Legal Department	3,319 68	
Tariff Educational Fund	14,559 89	
Trade Index	7,399 74	
Travelling Expenses Advanced	330 00	
Western Excursion	1,574 38	
Sundry Accounts	165 52	
		$94,521 67
Cash on hand 31st July, 1911		2,227 09
		$96,748 76

F. W. Wegenast "In Trust."

In account with Canadian Manufacturers Association.

To Fees—Securing Provincial Licenses		$1,922 46
" Advertising Sundries		6 86
		$1,929 32
Less Exchange Charges		16 58
		$1,912 74
By Paid to Canadian Manufacturers Association		1,788 27
Accounts Outstanding		$124 47

Schedule "C."

Investments.

	Par Value.	Cost.	Rate of Interest.	Due Date.
City of Toronto Bonds	£1,000 00	$4,193 12	3½%	1 July, 1944.
City of Hamilton Bonds	$4,000 00	3,932 00	4 %	1 Sept., 1920.
City of London Bonds	2,000 00	2,017 80	4.3%	30 June, 1915.
City of Stratford Bonds	10,000 00	10,400 00	4½%	1 Jan., 1941.

With these remarks, gentlemen, I am very pleased to submit this report, which has been duly audited and signed by the auditors. The Financial Statement is put in the back of the reports you have in your hands. I beg to move the adoption of the Report.

The President.—Thank you, Mr. Booth. If there is any discussion arising out of this Report we will take it now.

Mr. George.—I have very much pleasure in seconding the adoption of this Report. I think the Association is certainly to be congratulated on such a splendid Report by the Treasurer. I would like to draw the attention of some of our later members to the fact that this is our Treasurer's fortieth annual Report. Mr. Booth has been Treasurer of this Association ever since its organization, and I think we might in adopting the Report at the same time express our deep appreciation of Mr. Booth's long and splendid services to the Association in connection with the office which he has so splendidly filled; and I know at the same time it is a magnificent pleasure to Mr. Booth to see that to-day he is able to present such a Financial Statement as compared with that he was able to present 39 years ago. I have much pleasure in seconding the adoption of this splendid Report which has been presented by the Treasurer.



MR. JOHN FIRSTBROOK

(Firstbrook Box Co.)

Chairman Finance Committee, 1910-1911

Mr. Booth.—Mr. President, Mr. George was mistaken about me being here at the inauguration; it was about two years after the Association was inaugurated before I had the honor of being a member of the Association.

Mr. George.—Mr. President, I think such a slight error as two years may very well be overlooked.

The President put the motion to adopt the Report, which, on a vote having been taken, was declared carried.

The President.—Mr. Booth, it gives me great pleasure on behalf of this Association to thank you for your long and faithful and strenuous services. Somebody sent me up a note just now to say they thought you hadn't made much money in the 40 years, but I don't know that that is your fault. We are very much obliged to you, and I am sure I convey the expression of the feeling of everyone here, those who have known you for forty years and those who have only known

you for four, when I say we appreciate very much the Report you have presented.

Mr. Booth.—I thank you very much for the kind words. To me it is a matter of pleasure, and of course the duty is not so onerous as in times past. We hadn't so much money then, but there was a good deal more trouble in getting it. Now to-day we get it and we have only to spend it.

The President.—The next Report is that of the Reception and Membership Committee, and I will ask Mr. McMahon to present it.

Mr. J. A. McMahon then presented and read the Report of the Reception and Membership Committee as follows:

REPORT OF RECEPTION AND MEMBERSHIP COMMITTEE

WHEN your Reception and Membership Committee assumed the duties of office a year ago it was not without serious misgivings as to their ability to make a satisfactory showing for themselves in comparison with the results of previous years.

The outlook for increasing the strength of the Association was at that time anything but hopeful. To begin with, the field of eligible non-members had been narrowed down by years of campaigning to a point where only the most difficult cases were left to work upon. Amalgamations were coming to be of monthly if not weekly occurrence, and in their wake resignations were following thick and fast. The desire of certain parties to qualify for the Western Excursion had temporarily inflated the membership, at the expense of the incoming committee, during whose tenure of office the reaction was certain to be felt. The increase in the schedule of fees authorized at the Vancouver Convention was calculated to facilitate neither the securing of new members nor the holding of old ones. Lastly, the absence of the General Secretary in connection with the enquiry of the Technical Education Commission, by leaving the office staff short-handed, precluded to a large extent the continuance of that personal canvass which had proved so effective in previous years.

Your Committee, however, applied themselves assiduously to the task before them. It was soon found that the increase in fees, which applied only to the larger firms, was meeting with general acceptance, and that in only a very few cases was it likely to lead to the cancellation of a membership. Amalgamations proved a frequent source of loss, as was expected, and the discontinuance of second memberships (an uncertain quantity, even at the best of times) was an additional though less potent factor in reducing the roll. Personal canvassing being largely out of the question, recourse was had to a campaign of circularization. An atractive booklet was prepared, setting forth in concise form the objects of the Association and the work of its various departments. The judicious distribution of this booklet, supplemented by follow-up letters, proved most effective in securing applications. It is mostly to this campaign, and to the interest which members generally have taken throughout the year in bringing new firms into line, that your Committee owe the success they are able to report to-day.

Considering all the difficulties that have had to be contended with, it should be gratifying to this meeting to know that the net gain for the fiscal year ending July 31st was 117. This figure is the result obtained by deducting 152 resignations from 269 applications. With this addition the strength of the Association for 1911 is brought up to 2,725 as compared with 2,608 for 1910.

The following table affords a comparison of the membership by Provinces on August 1st, 1910, and August 1st, 1911:—

	—1910—			
	$10	$15	$25	Total
Ontario	1,180	185	237	1,602
Quebec	446	62	127	635
Nova Scotia	70	4	14	88
British Columbia	80	12	21	113
New Brunswick	35	6	9	50
Manitoba	89	5	8	102
Alta. and Sask.	14	...	2	16
P. E. Island	2	...	...	2
	1,916	274	418	2,608

	—1911—					
	$10	$15	$25	$35	$50	Total
Ontario	1,177	218	255	2	5	1,657
Quebec	472	82	129	1	6	690
Nova Scotia	64	5	14	..	..	83
B. Columbia	80	11	21	1	..	113
N. Brunswick	31	9	7	..	..	47
Manitoba	90	8	12	..	..	110
Alta. & Sask.	19	2	1	1	..	23
P. E. Island	2	...	...	..	..	2
	1,935	335	439	5	11	2,725

A similar comparison of the membership on August 1st, 1910, and August 1st, 1911, by Branches instead of by Provinces, is presented in the next table:—

	—1910—			
	$10	$15	$25	Total
Toronto	494	72	95	661
Montreal	361	41	98	500
Quebec City	49	5	12	66
Nova Scotia	70	4	14	88
Manitoba	89	5	8	102
British Columbia	80	12	21	113
Hamilton	....	..	..	....
Niagara District	43	5	7	55
General	730	130	163	1,023
	1,916	274	418	2,608

	—1911—					
	$10	$15	$25	$35	$50	Total
Toronto	499	88	105	..	1	693
Montreal	384	62	100	1	6	553
Quebec City	47	3	12	..	..	62
Nova Scotia	64	5	14	..	..	83
Manitoba	90	8	12	..	..	110
British Columbia	80	11	21	1	..	113
Hamilton	142	9	30	1	.2	184
Niagara District	46	3	9	..	..	58
General	583	146	136	2	2	869
	1,935	335	439	5	11	2,725

The fact that 152 resignations were accepted during the year may seem to call for some explanation. While apparently high, it is only 20 in excess of the resignations for 1910 and exactly equal to the number for 1909. Of these no less

than 30 are explained by amalgamations. A discontinuance of operations accounts for 39 more and business failures for another 21. The membership is cleaner by the fact that 8 resignations were from parties who would have been ineligible under existing by-laws. In a number of cases no reasons whatever were advanced and no satisfactory explanation could be obtained. Ordinarily such parties would be called upon personally by some member of the staff, but for reasons already mentioned your committee this year were unable to command the services of the staff as freely as they would have liked.

As far as can be learned only three resignations were due to actual dissatisfaction with the Association or its policies. On the other hand there has been abundant evidence of a growing confidence in our organization and enthusiasm for its cause, a condition which has greatly simplified the work of your committee, and encouraged it in its endeavors to make the Association stronger and more effective than ever before.

Increase in Fees.

Reference has already been made to the increase in fees effected at last year's Convention. In suggesting that a change of some sort should be made, the predecessors in office of your present committee had a two-fold object in view: first, to provide a better graded and hence a more equitable scale of fees in the case of members having over 100 employees, and second, to effect an incidental increase in the Association's revenue.

The form in which the proposal went before the meeting restricted the $25 fee to firms with from 100 to 300 employees. Beyond this it recommended the following new classes:

From 300 to 500 employees	$50
From 500 to 1,000 employees	$75
Over 1,000 employees	$100

While recognizing the reasonableness of a higher fee applicable to firms who were obviously well able to pay it, the meeting looked upon the proposed advances as going rather too far. The matter was accordingly compromised by restricting the $25 fee to firms employing from 100 to 500 hands and authorizing increases as follows:

From 500 to 1,000 employees	$35
Over 1,000 employees	$50

The question of changing the $10 and $15 fee never entered into the discussion at all, it being felt from the beginning that it would be unwise to disturb these classes, which jointly embrace over 80 per cent. of the entire membership.

It has been a matter of peculiar satisfaction to your committee to observe with what readiness the higher fees have been paid by members affected thereby. From the tables given above, it would appear that such firms were few in number, but it must be borne in mind that the fees of many of the oldest and strongest members of the Association do not fall due until August, so that it was not until after the close of the fiscal year that the real effect of the advance became apparent. Against 5 memberships paying $35 and 11 paying $50 up to and including those renewable in July, the returns for August show 23 at $35 and 26 paying $50, which figures will likely be still further increased when the returns for August and September are complete.

Concurrent with these advances, an effort has been made to assign every member of the Association to his proper class. It had been the practice in former years, when billing members for their fees, to leave it to each one to indicate the class to which he belonged, but it was found that under this plan some were getting off with a $10 fee when they should have been paying $15, if not $25. The Secretary now bills a member for the amount which, with the information at his disposal, he considers that member should pay, regardless of what he may have paid previously. Some objections have been raised to this practice, and it has necessitated a good deal of correspondence, but the results on the whole have been very satisfactory.

The joint result of this effort and the authorized increases is reflected in the average fee, which rose from $12.69 for 1910 to $13.16 for 1911, a gain of 47 cents per member.

Branches.

Believing firmly in the efficacy of Branches as a means of increasing the usefulness and prestige of the Association, your committee have continued the policy of encouraging these local organizations to meet frequently, whether in business or a social way, for the discussion of problems of mutual interest. In some quarters the response has been all that could be desired. The Montreal, Toronto and Hamilton Branches have



HEAD OFEICE C. M. A.

Traders Bank Building, Toronto

needed no encouragement, but have forged ahead on their own initiative, stimulating an interest in Association work and conferring numerous local benefits by their activity. In some respects the scope of the Montreal Branch has widened out until it embraces the whole province. Legislative matters at Quebec are its special care, and members in all parts of the province are under a debt of gratitude to it for its watchfulness over their interests. To meet the growing needs of the Hamilton Branch an office was opened in that city in February, towards the expenses of which the Council has voted an appropriation of $600 per year.

It is to be regretted, however, that in other quarters the zeal for useful service has not been generally apparent. The spirit of local co-operation seems to be lacking. Loyal sup-

port is still given the parent association, but seemingly there is a feeling of indifference about organizing for local effort. There may be some grounds for taking this as indicating that all is well with its manufacturers. If this be the true explanation your committee feel that there is no need to provide such branches with paid secretaries. Where meetings are held only at long and irregular intervals, sometimes not more frequently than once a year, your committee regard the payment of either salaries or commissions unwarranted.

It was to meet this situation, and incidentally to furnish an incentive to greater effort on the part of Branch Secretaries, that your committee secured a ruling from the Executive Council in July constituting all Branch Secretaries (except those paid a straight salary) honorary officers as provided under the by-laws, at the same time empowering the Finance Committee to pay these officers a salary in the form of quarterly commissions as heretofore, provided that they are satisfied that such commissions had really been earned. The outcome of this experiment will be watched with interest.

Sections.

Among the trade sections there has been a fair amount of activity throughout the year. Few, if any, of them have a regular programme to which they adhere, preferring rather to meet as the occasion arises. Matters affecting the trade in general frequently call for united action on the part of all concerned, and in the effort to bring about such action introductions are often secured which lead to the recruiting of new members. Your committee, therefore, like to encourage sectional as well as local activity, and every facility is provided in the office for handling trade meetings to advantage.

The past year has witnessed the formation of one new section, viz., the Packers, whose charter was granted in February last.

Entertainments.

Following the practice of former years the Council accepted the invitation of the Montreal Branch to hold its monthly meeting in January in that city. The March meeting, likewise by invitation, was held in Hamilton. Both gatherings were made the occasion for a branch dinner and both were eminently successful. At the Montreal banquet the list of speakers included Hon. Rodolphe Lemieux, Sir Edmund Walker, Mr. W. H. Rowley, Mr. C. M. Hays, Mr. C. C. Ballantyne, Mr. N. Curry, Mr. R. L. Borden, M.P., Mr. E. M. Macdonald, M.P., Mr. Donald McMaster and Mr. R. W. Reford.

At the Hamilton banquet the principal speakers were: Mr. A. F. Hatch, Hon. Clifford Sifton, Dr. Robt. Falconer, President of the University of Toronto, Mr. H. N. Kittson and Mr. W. H. Rowley.

The Niagara District Branch held a successful smoker at St. Catharines in October, while the Nova Scotia and Toronto Branches both arranged enjoyable luncheons in connection with their annual meetings. The excursion party were handsomely entertained by the Winnipeg Branch on their way west last fall, and in Vancouver a series of entertainments were provided by the local Branch for those in attendance at the convention.

A cordial invitation was extended to the Grain Growers to accept some entertainment at the hands of the Association on the occasion of their visit to Ottawa last December, the Assistant Secretary being deputed to go to Winnipeg to present the matter to them personally. Unfortunately the arrangements of the Grain Growers did not permit of their accepting the Association's invitation, a fact which your committee deeply regretted, as, apart altogether from the pleasure it would have given them to have these gentlemen as their guests, they believed that an interchange of views between representative farmers and manufacturers could not but be productive of lasting good to both.

Western Excursion.

While the direction of the Association's excursion through the Canadian West last fall was entirely in the hands of the 1910 committee, it may not be out of place to mention that it turned out a success in nearly every way. In point of numbers it was the largest ever conducted under Association auspices. Elaborate entertainment was provided all along the line, the places visited were seen under the most favorable circumstances, representative men showed themselves eager to come forward and give accurate information about their respective localities, and a first-hand knowledge of Western conditions was thus obtained which in so short a time would have been impossible in any other way. Incidentally, too, the excursion ensured the success of the Vancouver Convention. Those who participated expressed themselves as highly pleased with the arrangements made in their behalf. After meeting all legitimate expenses for organization, printing, transportation, equipment, etc., there was a surplus on hand of $234.79, which was subsequently transferred to the general fund.

Convention Arrangements.

Just a word, in conclusion, about the arrangements for the present convention. Upon the recommendation of your committee, the Executive Council in April last chose Toronto as the place of meeting, and fixed the dates as September 19th, 20th and 21st. Later, when the announcement was made that the elections would be held September 21st, a special meeting of the Council was called to consider a change of date. The by-laws require that the annual meeting shall be held within the eight weeks succeeding July 31st, so to meet the situation it was decided to hold a *pro forma* meeting on September 19th and to adjourn same to October 10th. This has been done.

It will be observed that a number of the entertainment features that have played so prominent a part at previous conventions have this year been omitted. The opinion has frequently been expressed that too much attention was being paid to entertainment and not enough to business at these gatherings. Your committee deemed it advisable this year to modify the programme somewhat in deference to these views. For the guidance of the incoming committee it would be well for the meeting to express itself on this subject.

All of which is respectfully submitted.

G. M. Murray, *Secretary.* J. A. McMahon, *Chairman.*

Mr. McMahon.—I move the adoption of the Report.

Mr. Tindall.—I have much pleasure in seconding its adoption.

The President.—Now, gentlemen, this Report is open to you for discussion, and I hope you will not pass it without consideration. If you look on page 7 there is a paragraph there about the increase in fees. It seems to me we ought to have that paragraph discussed and an expression of opinion of this meeting given on that point; it is a very important point

Increase in Fees.

Mr. Curry.—Mr. Chairman, I think that our fees should be increased, particularly those above the ten and fifteen dollar amounts. This Association ought to have more funds. There is much we can do if we have them, and I would suggest that we take the $25 and let it be limited to 300 employees, and then graduate from that up to $100. Another thing I think we should do is to see that where several of the companies have been merged into one, that we get the same fees that we previously got, and I think it is only necessary to bring this to the notice of the people to get these fees. I know in my case, I am at the head of two Companies

that have brought together five or six Companies. I don't know how many members we have now in this Association, or what fees we pay, but I know my Companies are perfectly willing to pay in addition to the head office fees, and the members from the head office to have one member for each plant. I think if that was brought to the notice of the members generally they would all agree to that. The sum of $100 per year to belong to this Association for a concern employing over 1,000 hands is a very small item indeed, and I don't believe there is a concern in Canada that would object to it. We should have, I think, a more vigorous campaign to get in more of the smaller members. Everybody that is in the manufacturing business in Canada ought to belong to this Association. For the $10 they get INDUSTRIAL CANADA, which of itself is worth $10; the information and advice they get as to transportation, tariff, insurance and all that is worth many times the $10, and I think with a vigorous campaign we can get in practically every manufacturer in Canada, and I am quite sure we can get this increase in fees from the larger Companies.

Mr. George.—I think it might be well to consider whether the $15 fee might not be raised. I understand the $15 fee is for 50 and over.

Mr. Murray.—For 50 to 100.

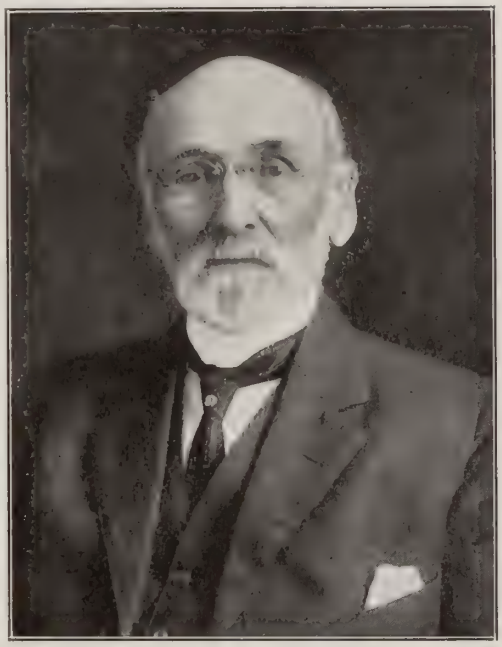
Mr George.—Any firm employing 50 hands is a fair-sized plant, and $15 is a very small sum for any factory of any size to pay for membership in this Association. I do believe the $10 minimum fee should be kept low so that the beginner or small factory would have a member belonging to this Association without it being in any way a tax, and in that way you get their support, they become members, and they find what an immense value membership in this Association really is to them; but I do think it is well worth considering raising the $15 fee. When a factory has reached that stage of development when they can employ anywhere from 50 to 100 employees, I think it is well worth considering if they could not very well be looked to to pay a larger fee than $15. I don't think there will be much difficulty. I had the pleasure a number of years ago, when Chairman of this Committee, of recommending the first advance, which at that time was a flat rate, and the advance was paid and there was no difficulty whatever. I said at that time that if the Association ever felt that increased fees were necessary, if the Committee came back and recommended it, the Annual Convention would endorse it. I would like that phase to be considered, whether those employing anywhere between 50 and 100 hands should not pay more than $15 per annum for membership in the Association.

Mr. Phillips.—Mr. President, I think it was well thrashed out last year, and I hardly think we should go into it again. I think we should give it another year's trial. I think if you will turn up the record you will find that after nearly an hour and a half's discussion we decided to act on the arrangement as in this Report. I think we had better not change it this year.

Mr. Tindall.—I would merely like to point out in the discussion of this that the Committee recommend in their Report that the $10 and $15 fee should not be disturbed. I think before you disturb those it would be well to consider it. The Committee would hardly have recommended that unless they had very good reasons for doing so. I know in the meetings of the Committee which it was my pleasure to attend there were a great many difficult situations came up which would be interfered with so far as these two clauses were concerned. It was a very important factor for us when we appeared before any government, when we were requesting their consideration, to be able to tell them that we represented nearly the whole of the manufacturers of Canada, and to get that it was felt that we ought to sacrifice something and make it easier for these smaller firms, which were embraced in the clause covered by the $10 and $15 fee, to come in. The Committee discussed this, as Mr. Phillips says, very carefully and thoughtfully and seriously, and unless others disagree it would seem to me it would be well not to disturb that. While I heartily agree with those, if it could be done, that think that the $15 fee might be possibly increased somewhat, still I would hesitate to recommend that without some fuller knowledge from the Committee than what appears in this Report.

Increase Number of Representatives.

Mr. Saunders.—Mr. President, I am going to suggest that a better plan for consideration would be to allow all of the firms to have a second member in our Association. In my own firm I have three members. I would like to have another member of my firm in the Association; and I would suggest that members of the Association be invited to ask some other member of their firm to attend the Association and pay the fee that is necessary. That would raise the fees of the firm and at the same time increase the representation to the meeting.



MR. R. McLAUGHLIN

(McLaughlin Carriage Co., Limited)

Vice-President for Ontario, 1911-1912

Mr. Fraser.—I would like to point out that this discussion is entirely out of order. We are here to consider the Report that has just been read, and there is nothing in the Report that calls for a consideration of an increase in the fees, consequently we have no right to consider it at this point. Apart from that, the fees are in the by-law, and the by-law states what the fees will be, and no by-law can be altered unless notice of motion has been given.

Mr. Younge.—Mr. President, I find that after having spoken with a number of members there is a strong feeling against taking any action in this matter this year. Mr. Fraser has very correctly said that the discussion is out of order from the standpoint of requiring a notice of motion for a change in the by-laws. At the same time, on the big and broad basis, I think it would be a good idea if we could open the subject a little so that the incoming Committee might be prepared a year from now to make some recommendation. I think we should increase our fees. There is a strong feeling

against it on the part of some members I have spoken to. But I believe if we start fairly well up and grade the members who have the largest number of employees, that there will not be any strong objection. Naturally a man who has a comparatively small number of employees does not secure the same big results from the Association that the larger members do. It is an easy matter to drive a small manufacturer out of the Association. It should be a very difficult matter to drive a big manufacturer out, and I think that the incoming Committee should consider and present to our next annual meeting a notice of motion for a change in the by-laws recommending some change in the fees which will give this Association a larger revenue.

Mr. Bailey.—I think the lines upon which this increase should be made—and I am in favor of an increase being made, especially with the larger Companies—is that the second, third and fourth members, instead of being called upon to pay $10 in the large corporations, if they were paying heretofore $50 or $100 for the first member they should pay $25 for second and third members, or some other sum. I think in that way it would increase the revenue very much and it would not be felt by these large corporations who now pay $50 and $10 more for one or two members. I think they ought to pay $50 or $100 for the first member and possibly $25 for other members.

What Association Accomplishes.

Mr. Caldwell.—Mr. Chairman, I don't think the smaller members consider or appreciate very likely what has been done by this Association for them. I didn't realize, perhaps, so much as I did this morning, as I was talking to a gentleman who is in the hall, about the Association, what good was being done for them. He said, "Well, we didn't realize it." He is a small manufacturer, not having more than 50 or 75 men. He told me of an incident where he had gone to get some corrections made in the import duties, where they were being over run, and he couldn't get any satisfaction out of them through the ports of entry, and he came to the Association, and while he had been trying for two years to have this matter looked into by the customs authorities, he claimed inside of two or three months after that the whole thing was re-adjusted; they got after these people, and instead of him having to go in these places and sell goods in competition with dumping rates, he found that conditions had entirely changed, and that he was able to go in there and sell his goods because the difficulty had been stopped effectually, and it was all done in a very short time by the work of this Association; and I think that for a manufacturer employing 50 or 75 or 100 hands $25 is surely a small amount for them to pay, because in the future this Association will surely mean a great deal to those small manufacturers who hope to be larger. I think it would be a good thing for recommendations to come in next year so that the by-law might be changed in order to meet anything that would come up. We had a discussion last year in Vancouver in regard to raising the fees, and I think by the reports to-day the funds have been raised and the money that has been raised has been well expended, and very few, if any, would regret what has been raised and what has been spent by this Association in the work that it has done in the last year.

Mr. Edwards.—I was unfortunately a little late in coming in and didn't hear the Treasurer's report. Might I ask if there is any necessity for the obtaining of additional funds for the Association? While we appreciate very fully the good work the Association is doing for its members, we want to avoid anything in the way of a money-making institution; in going to the small manufacturers and canvassing them for membership we want to avoid anything that will indicate that we are anxious to increase our funds unless that increase is absolutely necessary for the purposes of this Association. I am just asking if the increase in funds which would follow an increase in fees is absolutely necessary for the purposes of the Association.

Mr. Booth.—I might reply to Mr. Edwards that the statement shows that our ordinary expenses were $2,000 in excess of our receipts, or a total expenditure of $47,000. However, I think it would certainly be very unwise to disturb the $10 and $15 fee. There is very little difference between a man employing 50 and another 60 hands. If a man employs 60 hands he has got to pay $15, but it might be a wise thing to either take one member at $15 or take two or more at $10 each.

Mr. Parsons.—I am in favor of allowing the membership fees to remain as they now are. For this reason, if we believe all we have been saying during the past two or three months, the tariff matter now being happily settled, we may look forward to a great increase in the manufacturing industries of Canada during the next year or two. We will benefit, therefore, in two ways: first of all, many of the firms who are now employing a small number of hands will employ a gradually increasing number of hands, and therefore pay a higher rate to the Association. In the next place, other manufacturers will undoubtedly be starting new industries in our country, and in that way we will get an increase. Altogether, I think while we are in this transition stage we had better leave the fees just as they now are. (Applause.)

The President.—The closing paragraph, page 11, reads: "Your Committee deemed it advisable this year to modify the programme somewhat in deference to these views. For the guidance of the incoming Committee it would be well for the meeting to express itself on this subject." Does this meeting wish to express itself on the subject of convention arrangements as they are asked to do in this report?

Mr. Ransford.—I would really say that I view with satisfaction the change that has been made this year. We don't come down to this convention to be entertained, to eat, drink and be merry; we come here, I think, to do business, and the quicker we do our business, the more successfully it is carried through and the quicker we return to our business the better. I view with very great satisfaction the elimination to a certain degree of the social element, and I congratulate the Reception Committee on the step they have made in the right direction.

The President.—All the same, I hope you will come to the smoker to-night.

Mr. Ransford.—With great pleasure.

Mr. Fairbairn.—Might I revert to the matter of the Branches?

The President.—You had your opportunity.

Mr. Fairbairn.—Have I your permission, Mr. President?

The President.—Yes.

Development of Branches.

Mr. Fairbairn.—We do not want to load on too much expense, but one of the important opportunities you will have is in the developing of your Branch at Winnipeg, and your only way to do that will be to spend some money there and give them some opportunity to do good work, because the Manufacturers' Association must look to a large development in the West. The Report speaks particularly of the activity in Montreal, Toronto and Hamilton Branches, and the inference is that Winnipeg is not as energetic as it should be. Now let us support them and give them an appropriation, or let the Committee recommend that $600 be given to Winnipeg to see if we cannot improve our Western connection and our Western business.

The President.—You are such a good speaker on behalf of Winnipeg, and as I don't seem to have anyone here to speak

on behalf of Ottawa, and as I am in the Chair, I wish you would say something about opening a Branch at Ottawa for the Ottawa Valley.

Mr. Fairbairn.—I would like nothing better. Ottawa is one of our best centres. There is no question about that. If the Manufacturers' Association is going to go forward, as we must, we have got to put more energy into our Branches outside of the three centres we are working in to-day. You take to-day; we call a general executive here in Toronto or Montreal, and it is practically a group of Toronto men or Montreal men, and if we are going to be a broad institution, a Canadian institution, we have got to increase our membership in all the various manufacturing centres of Canada.

The President.—Stick to Ottawa.

Mr. Fairbairn.—I am sticking to Ottawa. I suggested Winnipeg, and I will be glad to suggest Ottawa. For that reason we want more money. We are not paying the officials of our Association enough. I didn't take any part in the discussion upon the question of fees because it all works together. Unless you have got money you can't do good work. We don't want any fund for any other work than the work of the Canadian Manufacturers' Association, for development along broad lines. Right in the City of Ottawa, as Mr. Rowley will be retiring from the Presidency this year, he will have more time, and he can undertake the formation of an active Branch, and I would be very pleased to have the incoming Committee support him to the extent of granting him $600 if necessary to make a start in Ottawa, and also in Winnipeg, and I would like to extend it to Vancouver and Halifax.

Branch for Ottawa Valley.

Mr. Sparks.—Coming from Ottawa as I do, I would have mentioned that matter, but unfortunately the item was passed, and I wasn't aware as to just at what stage it might be mentioned; but in this regard, I think the case of Ottawa is a very important one. In speaking of this matter this morning to several gentlemen, they said: "Well, if you have so many manufacturers down in Ottawa, why don't they come down here?" I think the very reason they don't come down here and are not sufficiently interested is that we haven't a Branch there. I might say I think we have about 88 members of this Association in the City of Ottawa and the various places surrounding it, so I believe if a Branch of the Association were formed in Ottawa that that membership might at least be doubled, and instead of having, as we have to-day, perhaps one or two coming from Ottawa, we would have 40 or 50. I thing among the manufacturers some of the largest institutions in Canada are there, some of the leading business men of Canada are there, and I think a splendid Branch could be formed if any encouragement were given by the Association. I am sure now that Mr. Rowley has a little more time on his hands that anything that can be done in that way will be very much appreciated, and I would be very pleased indeed to second the motion that has been made towards the encouragement of a Branch at Ottawa.

Mr. Parkhill.—I have followed the discussion of the last half-hour with interest. Speaking personally I believe we could raise an additional fee in the Manitoba Association providing the whole of that was spent in the interests of the Western Association. We might appear to be a little selfish in that respect, but we believe we have a great deal of work to perform in the West. We have a big work to do to bring Western organizations which are at the present time antagonistic to the manufacturing interests, in harmony with us, or we in harmony with them, and I wish to thank the second speaker for remembering them. That was one of the points I wished to make. We need a paid Secretary in Winnipeg, I believe, more than any place not now served in that respect in Canada, and I would also like to recommend that the sum set aside for that purpose be greater than $600. I don't believe $600 will cover the needs of the Secretary required there, and at the same time I believe I can pledge the members of the Association there to contribute amply to the expenses, and we can increase our membership.

The President.—What amount would you suggest?

Mr. Parkhill.—Not less than $1,000.

Mr. Rosamond.—As one of the members of the Association in the Ottawa Valley, I desire to urge most strongly the formation of a Branch of the Association in Ottawa to cover Ottawa and the Ottawa Valley. I have long felt that the efforts of the Association have been too much concentrated in the cities of Toronto and Montreal. If we are to go ahead from this on we must have Branches all over, and I feel one of the works of the incoming Committee is to form a Branch in the City of Ottawa to cover the Ottawa Valley.

Mr. Fairbairn.—Just one word further in reply to our Winnipeg representative. My suggestion was at least $600.



MR. J. A. McMAHON

(Union Steel Co., Limited)

Chairman Reception and Membership Committee 1910-1911

Personally I think $1,000 is the minimum to vote for that purpose.

Refer it to Finance Committee.

Mr. Booth.—It seems to me we have not got through with this Association's business yet, and there may be a great many more matters brought up that will require money. Shouldn't this be reported to the Finance Committee to see, if they thought advisable, what they could recommend? Of course if we are going to assist the Winnipeg Branch, perhaps Toronto or Montreal might want us to do the same thing. I don't think it is wise to put it on that basis at all. We are all interested in the success of the Manufacturers' Association, and we want to see these Branches built up, and I think any expenditure of money should be referred for the consideration of the Finance Committee.

Mr. Shaw.—I have always heard Ottawa was rather slow, but the manufacturers from Ottawa surely have not been read-

ing the public press. If they have read the *Globe* of yesterday and to-day they will see that a Branch of the Manufacturers' Association was formed in Ottawa last night. (Laughter.)

The President.—It couldn't have been, because I wasn't there.

Mr. Parkhill.—Is it in order for me to bring in that resolution ?

The President.—I suppose it is in order, but it seems to me that perhaps the suggestion of the Treasurer, Mr. Booth, might be a good one to follow. I don't think it is in my power to prevent you from bringing up that resolution and making a motion and passing a vote; it is just a question for you to decide whether it is expedient for you to do it or whether you had better have it done by recommendation to the Committee. It seems to me it would be a good plan to make a strong recommendation to the Finance Committee.

Mr. Parkhill.—I think I will take the privilege and move a resolution that a paid Secretary be appointed for Winnipeg, and that the Association vote for that purpose $1,200.

The President.—You have raised it two.

Mr. Fairbairn.—I beg to second that motion. It seems to me there should be no difference of opinion as to the advisability of opening Branches at Winnipeg and Ottawa, and, for that matter, at several other points we might name. If this Association is going to amount to anything in the future it has got to keep pace with the growth of the country, and as Mr. Parkhill has pointed out, we particularly must pay attention to the West. This brings back another subject which has already been discussed: that is the question of fees.

The President.—We had better stick to this motion just now.

Mr. Fairbairn.—It refers back to that whole question. I didn't take part in that discussion because my views were pretty well expressed by a number of other speakers. We are scraping along with a surplus of a few thousand dollars a year when we ought to have a very much larger surplus to take hold of such things as have cropped up. I believe Ottawa should be voted the same amount as Winnipeg, and if we are going to do that we certainly ought to increase our fees before everything. I have very much pleasure in seconding Mr. Parkhill's motion.

Mr. George.—Before putting the motion, would it not be well to consider if it would not be wise to accept the suggestion which the Treasurer made. Unfortunately the acoustics of this room are not very good for those sitting on my side, and perhaps I did not hear all that was said. I think the unanimous opinion of this meeting is that good live Branches should be established in both Winnipeg and Ottawa, and I think it would be sufficient if this meeting sent on an expression of that emphatic opinion and practically instructed the Finance Committee and General Executive to undertake such steps as they in their wisdom and within the means of their resources see possible. I think if that was simply done it would be all that would be wise under present conditions, and not to tie down the work of the Committee to any specific sum. It might be found they wanted $1,200; it might be found it was $1,500 or $2,000, or it might be found it was not more than $800. I think if we simply send on the expression of the Annual Convention that live Branches must be established in these two points, and the finances found for that, it would be quite sufficient.

Mr. Bailey.—Mr. George has set forth my views, except that I was going to say if this resolution goes before the meeting it should be for Winnipeg and Ottawa.

Mr. Curry.—I think we should confine that to Winnipeg, and I don't think we should stick at voting that sum for Winnipeg. We all know that most of the trouble this Manufacturers' Association is having is with the farming population in the West, and we ought to begin at once to get in touch with these people; we want to be in shape to get in touch with the new people that come in there. They come in with open minds as to our industrial life, and I think it is very necessary we should have a paid Secretary in Winnipeg, and I think the amount is almost nothing compared with the good we will get out of it. Ottawa, I think, for the present is able to take care of itself, but I say we should attend to the West, and that this sum should be voted.

Mr. Fraser.—There is a motion by Mr. McMahon before the house, and this is out of order.

The President.—I have no doubt you are in order in what you say, but it seems to me that that is not quite the way to meet our friends from Winnipeg. If, however, that is insisted upon, I will have to rule that this motion of Mr. Fairbairn's is out of order, and if it is the wish of this meeting that we should adopt or reject the Report that has been put in, I will put that motion now.

Mr. Fraser.—I think you can have every confidence in the Executive Committee that the matter will receive their careful attention. We know now what the feeling of the membership at large is.

Mr. Fleming.—I move in amendment to the motion that the matter of instituting a Branch in the City of Ottawa, and the matter of employing a paid Secretary for the Branch in the City of Winnipeg be referred to the Reception and Membership Committee, with instructions to confer with the Finance Committee and to bring in a report either this afternoon or to-morrow morning with reference to the same.



MR. E. H. GURNEY

(Gurney Foundry Co., Limited)

Chairman Reception and Membership Committee, 1911-1912

Mr. Hart.—I second the motion.

The President.—The amendment is before you for discussion if you wish to discuss it, or before you to vote upon it, if you wish to vote upon it.

The question was called for.

Mr. Booth.—We are not through with this Convention; we don't know what money we will have; I don't think that that should be brought up till the end of the Convention; bring it in then, but don't bring it in this afternoon.

Mr. Phillips.—What is the *modus operandi* when a Branch wishes to be instituted ?

The President.—I wish I knew, because I have been trying for years and years to get one at Ottawa, and I don't know myself. If I knew I would tell you.

Mr. Phillips.—I think I remember when the Quebec one was instituted; I think I remember when we in Montreal wanted assistance we went to the Executive. I think with Mr. Fraser we are out of order. We want to accept that

report or reject it, and then let this matter of Winnipeg or Ottawa come up.

The President.—I am sorry I can't let you advise me. I am in the Chair, and I have said that the amendment will be put. Unless there is some discussion directly on that amendment to the motion, the amendment will be put.

The question was called for.

Mr. Fairbairn.—I would like to move an amendment to the amendment, that the incoming Reception and Membership Committee be instructed to confer with the local points where it is possible to establish Branches, and also that it be an instruction to the Committee that they arrange to appoint paid Secretaries wherever it is deemed advisable.

Mr. George.—I will second that resolution, Mr. President.

Mr. Fleming.—I will withdraw my amendment in favor of that amendment.

Mr. Gourlay.—I must urge that this organization do not put absolute power into the hands of that Committee without conference with the Finance Committee. If the mover and seconder would add that I think it would be acceptable to the meeting.

Mr. Fairbairn.—I would be very pleased to add that. It would be impossible for us to go down to Ottawa and say we have got to have a Branch. We want that Committee put in a position when Ottawa asks for a Branch they can go ahead and employ the secretary if it is necessary.

The President put the amendment to the amendment (including Mr. Gourlay's correction) which, on a vote having been taken was declared carried.

The President then put the motion to adopt the Report, which on a vote having been taken was declared carried.

Mr. Tindall.—I would like to point out that the most important thing that the Committee asked has been lost sight of, that is, that this meeting should express the opinion on the paragraph in the last clause of the report: "Your Committee deemed it advisable this year to modify the programme somewhat in deference to these views. For the guidance of the incoming Committee it would be well for the meeting to express itself on this subject." This meeting has not expressed itself on that point.

The President.—I shall have to ask the meeting if we shall go back to that. Mr. Ransford has spoken on it and everybody else has had an opportunity and it is five minutes to twelve. Is it the pleasure of this meeting that we go back?

Mr. Phillips.—We have adopted the Report.

The President.—Mr. R. J. Younge will now read the Report of INDUSTRIAL CANADA Committee.

Mr. R. J. Younge then read the Report of INDUSTRIAL CANADA Committee as follows:

REPORT OF "INDUSTRIAL CANADA" COMMITTEE

ANOTHER year of growth and progress has been marked up to the credit of INDUSTRIAL CANADA. The eleventh volume, which was completed with the July issue, had a larger circulation, was bigger, and earned a greater revenue than any preceding volume. The modest publication, whose first numbers consisted of an eight-page monthly bulletin to the members, has grown in ten years to a monthly magazine of one hundred and ten pages, with a circulation of thirty-six hundred, and a net profit for the year of over six thousand dollars. In INDUSTRIAL CANADA the Association has from a purely commercial standpoint an asset of great value.

Editorial.

The year has been one of stress and agitation to manufacturers. The tariff question, which has been to the front during the entire year, has required a vigorous campaign upon the part of all papers interested in maintaining the protective principle. Among these INDUSTRIAL CANADA has been to the front, publishing from month to month not only editorials and cartoons, but special articles, covering a wide range of subjects bearing on the question.

The work of the various Departments of the Association has been supplemented by special articles on insurance and transportation and the many questions which have come before the Parliamentary and Commercial Intelligence Committees during the year. It has been the object of INDUSTRIAL CANADA to place before every member a comprehensive outline of the more important problems engaging the attention of all Departments and all Committees.

Circulation.

The circulation of INDUSTRIAL CANADA has grown with the Association's membership. Thirty-six hundred copies are now published monthly and five thousand of the Convention number were distributed. The circulation is a sound one, comprising practically all manufacturers of importance in the country. In addition to the members of the Association, the paper goes to a considerable number of public men, bankers, merchants, commercial agents, contractors, architects and railway men. Its circulation puts it in the front rank of Canadian industrial publications.

Serious attention was given by your Committee during the year to the question of increasing the influence of INDUSTRIAL CANADA by broadening the field of its circulation. The desirability of spreading the principles for which the Association stands not only among manufacturers but equally among business men of all classes was fully recognized. It was felt, however, that editorially the paper must be directed to manufacturers. It is the support of the manufacturers which alone makes the publication of INDUSTRIAL CANADA possible, and in order to give them the service which will justify them in continuing that support, we must aim primarily at turning out a paper which will interest manufacturers. A paper which is produced with this object in view is not likely to interest any wide class of general readers. Your Committee believes that there is room for a very valuable addition to the circulation list among manufacturers who are non-members of the Association, but that the paper can scarcely hope to compete successfully in the general magazine field.

Assistance from Members.

Much could be done, however, by the members of the Association if they would take a more intimate interest in the publication by suggesting subjects for discussion from time to time. INDUSTRIAL CANADA is the official organ of the Association, and as such should express the ideas of its membership. While your Committee believe that it is carrying out this work with considerable success, there are undoubtedly many subjects of interest constantly arising throughout the country which might be dealt with effectively in INDUSTRIAL CANADA if they were only suggested. Questions of legislation affecting industry, local regulations by which other localities might be guided, problems of transportation, insurance, tariff or labor, and all the many incidental difficulties which beset manufacturing, could be discussed to advantage in the columns of INDUSTRIAL CANADA. When such subjects arise, members would be doing both themselves and the paper a favor if they would keep the Editor informed of the facts. The publication is making sufficient profit now to justify it in paying more gen-

erously for special articles, so that if the subjects require either research or technical information, special writers can be obtained. Every member of the Association is directly interested in making INDUSTRIAL CANADA a complete reflex of the industrial conditions of the country. We would urge that each one constitute himself a reporter and join in making the paper newsier and brighter than ever.

The Trade Index.

The Canadian Trade Index, which was published just a year ago, has been extensively distributed in the intervening period. The profits from this publication to the Association were approximately fifteen hundred dollars. From the thoroughness with which the book was placed in the hands of foreign buyers of the goods that Canada has to sell, it is certain that its publication has resulted in a substantial increase in the export business of our members. There is still a steady and constant demand for it, both in Canada and abroad, from those who want to get in touch with Canadian manufacturers. Hence, apart entirely from the direct profit to the Association from its publication, it has done a great service both at home and abroad to all our manufacturers.

Financial Record.

Detailed financial statements already presented by the Treasurer show what INDUSTRIAL CANADA has been doing towards supplementing the Association's revenues. It is a satisfaction to your Committee to be able to report the largest surplus in the paper's history. With a revenue for the year of $21,710.89, and a cost of publication of $15,804.46, INDUSTRIAL CANADA is able to turn in to the general fund a net profit of $5,906.43. The profit for the preceding year was $4,690.11, which at that time was a record. This year is better by over 25 per cent. In this connection it should be mentioned that INDUSTRIAL CANADA has again assumed the publication of the Executive Council proceedings, and has thus relieved the general fund of an annual charge of over $900. In view of the increased size of the monthly issue and the greater number of copies printed, which together have caused a noticeable increase in the cost of publication, the large surplus for the year is very gratifying.

Support of Members.

The success of INDUSTRIAL CANADA is the result of the continued loyalty and support of our members. In refusing to accept foreign advertising INDUSTRIAL CANADA starts out under a heavy handicap, as will be at once seen by an examination of the advertising pages of other trade and technical papers. The Association's paper consistently stands for the Made-in-Canada idea as firmly in its advertising columns as in its reading pages. That our members appreciate this stand is amply proven by their generous support, which has made INDUSTRIAL CANADA not only not a burden on the Association, but of recent years an actual producer of a considerable revenue.

Your Committee can ask no better fortune for the paper than that it may continue to merit and receive the same loyal and generous support from the members in the future as it has enjoyed in the past.

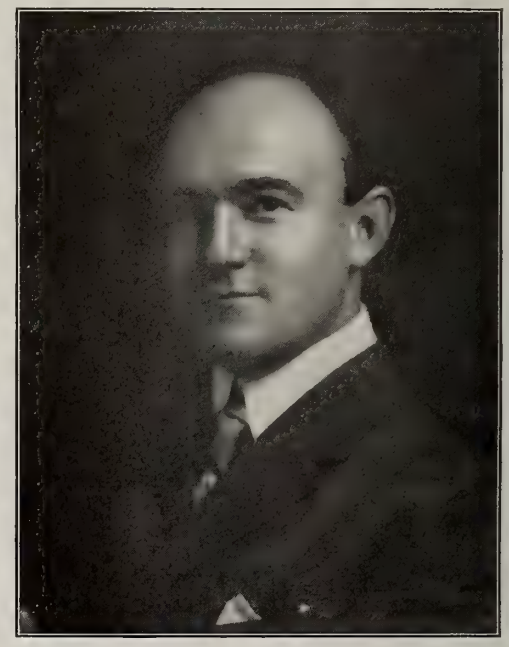
All of which is respectfully submitted,

G. M. MURRAY, *Secretary.*	R. J. YOUNGE, *Chairman.*
F. P. MEGAN, *Editor.*	D. B. GILLIES, *Advertising Manager.*

Mr. Younge.—Mr. President and gentlemen, I have great pleasure in moving the adoption of this Report. I feel that the Report itself is not complete. An acknowledgment should have been made in the Report of the very valued services which have been rendered to the paper this year by the Editor and Business Manager. Good men are worth their weight in gold. The business statement of the paper speaks for itself and to those who have not read the editorials in INDUSTRIAL CANADA I believe I can truthfully say that you have missed some of the best tariff articles that have ever been published in this country. Big broad Canadian editorials they were, and the credit for these editorials must rest upon Mr. Megan, the Editor. Both of these men are University graduates; they are another link binding the business and commercial interests of this country as represented in this Association with our University life.

Suggest Industrial Canada Scholarship.

In this connection I would like to make a suggestion, that I think it would be an excellent idea if we could set aside a very small amount each year which might be donated to the University in each province for an INDUSTRIAL CANADA scholarship. It might be given in the Department of Commerce, in the Department of Political Science or some other interesting Department as closely associated with business life as possible, or in the Department of Technical Education. If we have $100 for the University of Toronto, another $100 for Queen's, another $100 for McGill, and so on, I believe we would do much to bridge the gulf which, no matter how much we regret it, does exist to-day between our business and our University life. But all this in passing, Mr. President.



MR. R. J. YOUNGE

(Canadian Consolidated Rubber Co., Limit d)

Chairman "Industrial Canada" Committee, 1910-1911

In moving the adoption of the Report I wish to mention specially the services rendered to the Association by the two officers of this paper whom I have mentioned, and I can only say that as long as the Association is favored with the services of such men, I believe with the support of the members INDUSTRIAL CANADA will continue to grow and prosper.

The President has just passed up a name on the suggestion I have made, which is putting into practice that suggestion. He gives me the name of a gentleman who will give $100 to start with for the first INDUSTRIAL CANADA scholarship to be established in King's College, Windsor.

Industrial Canada's Advertising Value.

Mr. Saunders,—I have very much pleasure in seconding the motion by Mr. Younge. I have always been interested in INDUSTRIAL CANADA, as the officers of that paper very well know. I have endeavored to support it all I can. I want to speak particularly about the results to manufacturers in this country from INDUSTRIAL CANADA from its circulation in foreign lands. As perhaps some of my fellow manufacturers are aware, we enjoy a very nice trade in some foreign countries and I attribute the success of my foreign business almost entirely to INDUSTRIAL CANADA. The reports I have received from my correspondents in foreign lands mention INDUSTRIAL CANADA as the source of their information, and I feel that perhaps the manufacturers of this country do not take advantage enough of the advertising possibilities of our paper. Apart from these editorials which Mr. Younge has spoken of there are many very creditable articles in the monthly numbers which would afford a great deal of information to the manufacturers to read; but from a Commercial standpoint simply, from a selfish standpoint if you will. I think we do not enough appreciate INDUSTRIAL CANADA, as an advertising medium, and therefore, Mr. Chairman, I take great pleasure in seconding the motion by Mr. Younge with regard to INDUSTRIAL CANADA; also his remarks with regard to the officers of this paper. I have found both gentlemen who conduct INDUSTRIAL CANADA, not only scholarly men, but men always obliging and ready to give you any information they can in regard to circulation or any enquiries coming in to them from foreign lands. (Applause.)

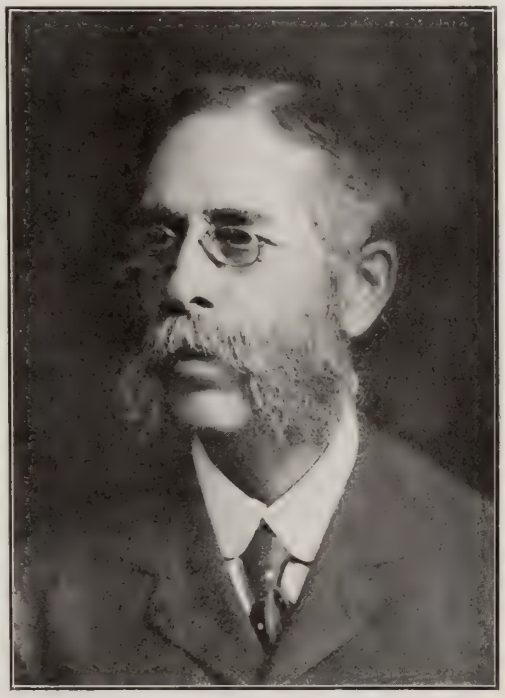
Mr Fraser.—While I was listening to the magnificent report which Mr. Younge gave us there was one thought came to me. We get our copies of INDUSTRIAL CANADA every month, and we read them, and we then, perhaps, put them on the shelf. They are there not doing a bit of good. There are many manufacturers in Canada who are not members of our Association; we all know of such. Would it not be a good idea if we were to pass our monthly copy on, after we have read it, to these other manufacturers and in time they, I hope and trust, would become members of the Association. I just throw out the hint here.

The President.—Thank you. Perhaps you would cover that in a small item in the next edition of INDUSTRIAL CANADA to be printed over your name.

Mr. Fraser.—I don't know that that is necessary.

Made in Canada Campaign.

Mr. Meadows.—Mr. Chairman, there is another point I wish to make with reference to it. I don't know that this matter will come up under any other Report, and I think it is an important one. The report suggests that from time to time the members should suggest subjects for discussion. If that is important in INDUSTRIAL CANADA, it is also very important that subjects should be discussed in a convention. I know that INDUSTRIAL CANADA has an abundance of intrinsic matter. What I wish to refer to now appeared in an article about a year ago last October. The manufacturers of Canada have been very liberal indeed in their donations to some of the public institutions in Canada, in contributing very large amounts of money. This money has been expended in permanent buildings for these Associations throughout this whole country, and these buildings are equipped with apparatus which is largely imported from the United States. I am not making fiction now; I know what I am talking about. Many of the members of this Association are on the Boards of Management of these associations, and they very easily vote away the money of brother manufacturers to American institutions when the goods which they buy can be made just as well as and more cheaply in Canada than they can be imported from the United States. Within the last week I have had practical demonstration of this fact. In a city not 500 miles from here a gentleman who had the negotiation, in fact had pretty nearly all to do with the ordering of a very large quantity of goods, told me himself that they paid 50 per cent. more for these goods laid down in Canada than they could have purchased them for in our own Dominion. This is public money, a large amount of which has been contributed by Canadian manufacturers, and I think it is high time that INDUSTRIAL CANADA should take up a crusade against that practice. I don't need to mention the names in the Association. Some of the gentlemen here are on the Boards, and they are just as familiar with the fact as I am myself. I simply wish to mention the fact that where we have public money contributed, and where we ourselves are interested in these Associations, at least some influence might be brought to bear upon the Boards to expend as much money as possible—Canadian money— among Canadian manufacturers.



MR. CHAS. S. J. PHILLIPS

(Morton, Phillips & Co.)

Chairman Commercial Intelligence and "Industrial Canada" Committee, 1911-1912

The President.—It may be that is the Christian spirit in which some people carry on commerce.

Mr. Meadows.—That is the Christian spirit.

The President.—I know.

Republish Industrial Canada Articles.

Mr. Gourlay.—Mr. Chairman and gentlemen, I don't know that what I have to say is absolutely in order, but I would like to relate a little experience that occurred to me in connection with another organization throughout the year. It would be perhaps relevant to the subject, and may carry its own lesson. Earlier in the year the idea occurred to business men in Toronto that it might be wise to follow the Old Country idea as established last year of having in large centres an All Canadian week in which Ontario manufacturers would show their product to the retailer from one end of the

towns to the other, and as far as possible advertise the products of Canada, and push the sale of the products of Canada. It was found when we got those interested together, and important men in regard to the press, that there was at once a difficulty in the way. The attitude of mind on the part of the editors and managers of the papers was thoroughly in sympathy with such a move, but when they came to tally up the amount of money spent by manufacturers in Canada alongside the amount of money spent by manufacturers from outside of Canada in some papers the managing editors of those papers were up against a proposition that was entirely at variance with the business interests of the paper; and that is the situation, gentlemen, that faces us and will always face us as long as we are not liberal advertisers in connection with our daily press; and the thought has occurred to me since, sir, if it would not be prudent to have some of these magnificent articles that have appeared along lines of general interest, as well as of interest to manufacturers in our own journal, appear, even if paid for, in the leading press from one end of the Dominion to the other, and at the expense of this Association ? To a large extent they are issued for the benefit of manufacturers, but they only secure their ultimate benefit and ultimate good as we get hold of the readers and voters of the entire Dominion; and I think the day has come, sir, when our Committee in connection with this paper ought to consider just that aspect, whether it might not be prudent to have several of the basic articles that are for the "Made in Canada" idea, at all events, even if paid for, find a place in the important periodicals of this country. (Applause.)

The President put the motion to adopt the Report, which, on a vote being taken, was declared carried.

The President.—Gentlemen, it is now after 12 o'clock, and I think, therefore, it would be in order for someone to move the adjournment of this meeting until 2.30. At 2.30 there will be a few more reports to be submitted to you for your consideration, and after that I shall take up a few minutes of your time in reading my valedictory.

On motion of Mr. Saunders, the meeting adjourned to meet at 2.30 p.m.

AFTERNOON SESSION (TUESDAY).

At 2.30 p.m. the President called the meeting to order and called upon Mr. Fairbairn to present the Report of the Insurance Committee.

Mr. R. D. Fairbairn then presented and read the Report of the Insurance Committee as follows:

REPORT OF INSURANCE COMMITTEE

IN presenting our Annual Report we think it is fitting at the outset to recognize the improvement that has taken place in the last few years in the matter of Fire Insurance rates and conditions.

Members of the Association will recall that the Insurance Department was created very largely because of the imposition of burdensome rates after the Toronto conflagration, and while the insurance companies have not made any wholesale or general reductions, they have given relief in very many individual instances, particularly in respect of manufacturing risks.

From the published returns of the Dominion Government we obtain the following comparison in the average rate charged:—

	British Cos.	American Cos.
1905	1.60	1.67
1910	1.33	1.41

As the returns of the Canadian Companies include business transacted in other countries and in other branches of insurance, it is not possible to give the figures pertaining to the domestic companies, but it is fair to assume that they would, if the actual figures were obtainable, show a corresponding reduction.

In considering the application of these figures, it must be remembered that the development of business in the great North-West and in the northern sections of Ontario and Quebec, where much higher rates prevail, must have had a material influence on the average rate of the business of the whole Dominion for the year 1910, and we can, therefore, safely reach the conclusion that the average reduction in the rates on the manufacturing classes is relatively greater than that shown in the figures presented.

In the matter of general conditions, too, there has been a marked improvement and while there are no available statistics by which such improvements may be adequately expressed, your Committee has reason to believe that many members of the Association, from their own experience, will readily endorse the conclusion stated.

Improvements in Risks.

The lower average insurance rate just referred to is doubtless attributable to a large extent to improvements made in the physical character of the risks. Our members have readily responded to suggestions along this line, and your Committee is pleased to recognize their support and co-operation; it is equally satisfactory to be able to report that the insurance companies are giving full recognition where improvements are made.

There has been no period in the history of the Dominion when improved construction, distribution and protection have received such thought and consideration by our manufacturers as at the present time, and it is only reasonable to expect that such attitude will result in still further reduction in the fire cost; it is manifest that the surest way to secure lower rates is to lower the fire waste, and this can best be accomplished by limiting the causes of fire and the area subject to fire when one arises.

Probably the work of the Insurance Department in the direction of suggesting and supervising improvements in risks is the most important one we are undertaking.

Automatic Sprinkler Equipments.

This branch of the Department's work is steadily growing from year to year, and the one now closed has even exceeded the favorable record in our report of 1909-1910.

During the year the engineers of the department have made plans for 44 equipments, representing an outlay of $298,200, of which 21 have been completed, tested and approved, 9 are under way, and 14 are in abeyance. The money invested during the year through our Department in this excellent means of protection, aggregates about $169,000, all of which will be saved out of insurance premiums within the next four or five years.

Automatic Sprinkler Failures.

In urging the installation of automatic sprinklers as the most efficient known method of extinguishing fires, failures sometimes—though not often—occur. In the past few months

two failures have been reported, both in the Province of Quebec, with resultant fire loss in one case of over $180,000, and in the other of over $100,000. The insurance in the first case was held by licensed companies and in the other largely by the New England Mutuals. It would be interesting to explain the direct and contributing causes of these two failures, but it is not possible in a report of this nature to do so in the time at our disposal; full reports are, however, on file in the office of the Department and are accessible to any who may desire to peruse the same; inasmuch as our manufacturers are looking more and more to the installation of sprinklers, the Committee think it advisable to note that the system is not infallible, although the percentage of failures is quite insignificant.

Insurance Combines.

At the annual convention in Vancouver a resolution was introduced by a British Columbia member and carried, which instructed the Parliamentary and Insurance Committees to investigate insurance associations as combines, to report thereon to the Executive Council with a view to obtaining their assent to such action as would determine the legal status of such associations.

The resolution was as follows:—

Resolved, That having regard to the important decisions affecting insurance matters, which it is expected will be handed down by the courts during the coming year, and having regard also to the growing importance of the question of the legality of the various insurance associations, that this be an instruction to the Parliamentary and Insurance Committees to take such steps and secure such information as will enable either or both of these committees to report to the Executive Council as to the desirability and feasibiliy of bringing the important question of the legality of the insurance associations to a final decision.

After conferring with the Parliamentary Committee, it is our opinion that nothing can be done in the direction indicated in this resolution until the stated cases submitted, by order of the Governor-in-Council, to the Supreme Court, have been passed upon. Much will depend upon the decisions handed down by the Court as to the feasibility of proceeding against Insurance Associations and your Committee do not consider it necessary or advisable until then to further consider the matter.

Unlicensed Insurance.

Following the instructions of the January Council meeting, the Department sent a circular to each member of the Association calling attention to the provisions of the Insurance Act in this regard.

The Department made and filed forty-six returns with the Government, made twenty-four returns for members themselves to file, and gave necessary advice to over one hundred members to assist them in properly carrying out the provisions of the Act.

The report of the Insurance Superintendent shows the total amount of insurance placed in unlicensed companies to be $179,860,576, divided as follows:—

Nature of Insurers.	Amount of Ins.
Lloyd's Associations	51,984,525
Reciprocal Underwriters	13,528,678
Mutual Companies	74,905,639
Stock Companies	34,537,805
Not specified	4,903,929
	$179,860,576

The aggregate total of the insurance effected in Canada with the Companies licensed by the Dominion Government during the same year was $1,815,289,605, so that apparently over 90 per cent. of the total insurance of the country was taken by licensed offices.

Provincial Insurance Legislation.

During the year Acts affecting insurance have been passed by the following Provinces:—

British Columbia—

In this Province a determined effort has been made for the last two years to secure drastic legislation in respect to unlicensed insurance, and a Bill prepared by a special committee of the Legislature, which sat during the winter, was brought before the House, which on the whole was favorable to all interests. Nevertheless there were provisions in it which were objectionable and the British Columbia Branch succeeded in having the Bill so amended that its provisions should not bear any hardship upon those who insure in unlicensed Companies.

Under the new Act the same tax is placed upon unlicensed insurance as the licensed companies have to pay, and in the case of inspection and adjustment of losses on business placed in unlicensed companies the following provisions have been made:—



MR. E. P. HEATON

Manager Insurance Department, C. M. A.

1. For an annual license for the purpose of inspection, a fee of $10.00 per annum.

2. For a license for each adjuster for each loss to be adjusted, a fee of $10.00.

In correspondence with the British Columbia Branch, it was found that these two provisions were, on the whole, acceptable, and the Bill passed and has gone into effect.

Ontario—

The most important Act of the year in any of the Provinces was the introduction of a Bill by Col. Hugh Clark to amend the Ontario Act in two main particulars:—

1. As to the character of the statement and the publicity to be given to the annual reports of provincially organized companies.

2. Amending the Act in various particulars to remove impositions upon the assured, and particularly to remove the present provision whereby companies are able to adopt additions and variations to the conditions operating against the assured.

This Bill was for a considerable time before a special committee of the House under the chairmanship of the Attorney-General, and has now been sent to and is being revised by the Statute Revision Committee. The Bill as presented by Col. Hugh Clark, was entirely in harmony with the views expressed by the Association during the last five years, and it is hoped most of its provisions will pass into law.

As an Association we are interested in the abrogation of the privilege now existing by which additions and variations are permitted to be made to the Statutory Conditions. Many of the insurance companies are voluntarily surrendering the right and are now issuing policies free from all additions and variations; it is most desirable that the law should be amended in this regard and if it is done it will remove a practice adopted by many of the smaller companies of frivolous contestation of losses, or at least of holding up settlements of just losses on flimsy pretexts.

New Brunswick—

Two Acts were adopted by this Province, the first for better enforcing the collection of certain taxes imposed upon insurance companies by Chapter 18 of the Consolidated Statutes of 1903, and the second imposing taxes on certain fire insurance agents. The design of the first mentioned Act is stated in the preamble to the Bill in the following words:—

"Whereas it is a growing custom for corporations and firms with head offices outside of the Province of New Brunswick to insure their property, situate in New Brunswick against risk of fire through agents outside of the Province, the premiums on which insurance are not included in the returns made to the Receiver-General and so escape the tax of one per centum imposed by Chapter 18 of the Consolidated Statutes 1903, and it is advisable to remedy such a state of affairs in this connection."

The clauses of the Act then provide machinery by which companies may legally register and pay the taxes, but property protected by a standard automatic sprinkler equipment is not subject to the tax.

The second Act is supplemental of the first and its design is to penalize travelling agents or brokers soliciting insurance in the Province, who are non-residents thereof.

Neither Act restricts the right of property holders to make insurance contracts without the Province, although in the first Act (1 George V., Chap. 23) a penalty is provided against any person who adjusts or appraises a loss for or on behalf of any company under a policy not signed, or countersigned, by a resident of the Province.

The constitutionality of this provision is open to doubt, but it will be much clearer when questions now before the Supreme Court are settled.

Constitutionality of Dominion Insurance Act.

No progress has been made during the year in this matter; as with all questions of importance, delay after delay has taken place, and it will likely be some time yet ere the issues between the Dominion and the Provinces will be finally solved.

Mutual Insurance Companies.

On December 1st last a consolidation was effected between the two Mutual Companies and on that day the Eastern Canada Company passed its assets and liabilities over to the Central Canada Company and went out of business. The subject of the consolidation was fully reported upon by the Insurance Committee to the Executive Council at their December meeting, and upon their recommendation, after full and careful consideration, the same was agreed to.

At the last annual meeting, Mr. G. M. Murray was elected the representative of the Association on the directorate of the two companies. Owing to Mr. Murray's work on the Technical Education Commission and his contemplated absence in Europe, he was relieved by the Council and Mr. J. F. M. Stewart was appointed in his stead.

The Committee now recommend that Mr. Murray be re-elected for the coming year to the Board of the Central Canada Company.

Canadian Conservation Commission and the Fire Waste.

We take pleasure in reporting that the Conservation Commission has decided to make particular investigation into the causes contributing to the enormous and deplorable fire waste of the country, and we have every reason to hope that practical remedial legislation will be recommended and brought about as a result thereof.

We have on more than one occasion urged the necessity for the appointment of Fire Marshals for the purpose of recording and investigating fire losses, and we again suggest that this Annual Convention earnestly reaffirm their desire that the Provincial Governments should at once make provision for such work. There is a general movement along this line in the United States, New York State being the last to fall into line, and wherever the office has been created and intelligently operated, a lower fire waste has been perceptible. The committee recommend the reaffirmation of the previous action of the Association, and that the same be communicated to the Conservation Commission and others, as may be deemed advisable by the committee; we believe action of this kind will have a salutary effect and hasten the adoption of plans so clearly in the public interest.

Cost of Department.

In our report to the last Annual Convention, the hope was expressed that the revenues of the Association might at this meeting show such augmentation as to warrant the Department in asking for a larger appropriation for their general work. Unfortunately the revenues have not materially improved, while extraordinary expenditures have necessarily had to be incurred. The Committee have this year additional reasons for asking for more generous treatment; the Department is not only rendering services for which at its inception fees were charged, but a considerable expense has necessarily been incurred in the surveying and lithographing of plans and maps of members' risks, concerning which fuller reference is made in the next paragraph. Nevertheless, the time seems scarcely opportune for furthering the request and for the current year they recommend the renewal of the appropriation of $1,000.00, the same amount as in former years.

Canadian Fire Underwriters Association and Maps and Plans.

At the January meeting of the Council we reported the plan contemplated by the Canadian Fire Underwriters' Association of making their own maps and of limiting their use to the companies' members of that Association. Had this plan been carried out it would have crippled, as it was designed to do, the non-board companies and would have been a serious detriment to many manufacturers in the efficient handling and placing of their fire insurance.

To meet this expected development, and to check the evident desire of the Tariff Companies to obtain a firmer grasp of the business than they even now possess, our Department entered upon the task of the surveying, draughting, and print-

ing of maps as they were required, and from January 1st to date we have issued 163 complete sets—this has been accomplished without any charge to the Association.

We are safe in saying that the maps so issued are more thorough in detail and more complete in the information they give than any maps ever previously issued in Canada, and in this statement we are only voicing the expressed views of many of the members whose risks were covered; moreover, it is gratifying to record that in no case has a member been called upon to contribute to the expense involved.

The Canadian Fire Underwriters' Association, after experimenting with the plan at some cost, abandoned it, but they entered into an agreement with C. E. Goad (the original insurance map-maker) to continue his work under certain modifications, chief among which was that in the future the issue was to be limited to the tariff companies exclusively, and so it now stands.

If the action of the Canadian Fire Underwriters' Association causes embarrassment to members of the Association, as it most probably will, the staff and plant of the Department can be advantageously utilized.

Savings to Members.

It has not been the policy of the committee to give any publicity to the savings effected for members in their insurance premiums accounts, yet there are occasions when they should be reminded that much is being accomplished in this direction. It may not, therefore, now be inopportune to refer to some of the savings effected on entirely new business since the last annual meeting. We have selected a few typical cases between the large and small manufacturers, merely indicating the pages of the Trade Index (1910-12 issue) upon which the member's name may be found under the class of goods manufactured.

Page.	Amount of Insurance.		Annual Saving.
214	$1,150,000		$3,914 86
214	$1,150,000		$3,914 66
336	810,340	(over)	2,500 00
187	300,000		1,095 00
219	130,000		455 00
109	87,000		1,402 00
142	149,000		819 00
111	50,000		450 00
278	32,200		169 50

Other cases might with advantage be quoted, but your Committee have only wished to use this occasion to indicate that favorable results are attending the operations of the Department.

Respectfully submitted.

RHYS D. FAIRBAIRN, *Chairman.*

G. M. MURRAY, *Secretary.*
E. P. HEATON, *Manager Insurance Department.*

In connection with the clause *re* automatic sprinkler failures Mr. Fairbairn said: It might be well to add one word right here, that if our members realized the use this Department could be to them we would get a great many more enquiries of this kind. You will always find the Department ready and glad to give you information, and where you are installing new risks and new sprinkler systems to cover your risks you will find the experience of the Department will be of very great advantage to you in avoiding mistakes.

Under the heading, "Cost of Department," Mr. Fairbairn said: I might say just here that your Committee find, speaking of the discussions that took place this morning regarding the increasing of our fees, that such increases are absolutely essential all along the line. Right in this Committee here they are doing a work which I don't think one-tenth of our members really understand. I have asked Mr. Heaton, our Manager, to bring some maps that have been prepared just to give you an idea of some of the work we are doing. We must of necessity have a larger income to carry out the general insurance work of the Association.

Referring to the expense of issuing maps Mr. Fairbairn said: The reason we are emphasizing that point is to let you know that the work is being done and being done out of our own funds of the Department.

Speaking with reference to the clause "Savings to Members," Mr. Fairbairn said: As a rule we have not given any definite figures as to the actual savings to members. Your Committee thought it advisable this year just to pick out a few individual cases of actual savings to our members through saving in the amount of their insurance premiums, and I think if you read over those and come down to business in your own risks and turn some more business over to the Department we will not have any trouble about fees.

I beg to move the adoption of the Report.

Mr. George.—I have very much pleasure in seconding the adoption of the Report.



KING EDWARD HOTEL

Headquarters for the Convention

The President.—Gentlemen, the Report of the Insurance Committee is before you. Before we take up the adoption of the Report, I would like to ask you if there is anything that any of the members wish to say about this Report. It is a most important Report. This Department is one of the money saving Departments of the Association, and there is a great deal of meat in that Report, a great deal to be considered. Mr. Heaton is here, and between Mr. Heaton and Mr. Fairbairn they ought to be able to give you any information you desire.

Mr. Cadwell.—Could you give us in a few words the reason of the loss in the two cases mentioned under the heading "Automatic Sprinkler Failures"?

Causes of Losses.

Mr. Heaton.—There are distinct losses. In one case, involving the smaller amount of $100,000 it was due to a physical condition, owing to the peculiarity of the risk covered, and the prime cause was the overflow of a boiling tank of tar, one of those conditions that all of the sprinkler systems fail to deal with. In the other case there are a number of complications which are difficult to explain in a moment. That was one reason why the Committee didn't go into fur-

ther details, but the prime cause of the failure was because the fire started outside of the particular risk. The fire itself was in the City of Quebec, and started in an old skating rink in front of which were a number of buildings of inferior construction. The skating rink was built contrary to the by-law, without the permit of the City of Quebec. Unfortunately Quebec is so situated that in the event of a fire the pressure of water has to be operated by a system of valves in the particular district in which the fire occurs. In this instance the fireman or operator in charge of the valve operated the wrong valve and sent the supply of water into an entirely different district. The risk was supplied with two sources of supply, the natural water supply of the City, and as a secondary supply a tank on the roof, well built and filled. The heat, however, of the fire on the opposite side of the street caused several sprinklers to open, some of the outside sprinklers and some of the inside, with the result that before the fire got at the risk protected by the sprinkler system the tank was drained, although no fire had at that time appeared in the building itself. Subsequently when the fire started in the roof, the firemen having turned the water into an entirely opposite direction, it was found that the pressure of the City of Quebec water works did not reach the first storey of the building. At this time it was also found the wrong valve had been operated, and for some reason yet to be accounted for, probably arising from excitement in some way, the firemen directed somebody not in charge of the valves to make a change from the wrong place to the right place, and this took just 45 minutes to do. By this time the risk covered by the automatic sprinklers was on fire throughout and had reached a condition when absolutely the finest sprinkler system could have had but the faintest impression upon it. It is one of those things that is always liable to occur to an automatic sprinkler system if the fire is outside, and as much as science has done towards perfecting sprinkler systems there has yet been no device that will stand against the pressure of a large fire presenting a huge body of flame that may come from an exterior building, and that jeopardizes the risk in which the sprinkler system is located. For that reason, as some of you know, the Companies that are known as the New England Mutual Companies will not accept or insure risks around which there is any exterior exposure, and perhaps that is one reason why in Quebec the licensed Companies, including the Central Company, become victimized.

Mr. Esplin.—Do you accept direct pressure for your sprinkler system, or do you compel a city standpipe pressure ?

Mr. Heaton.—Each individual risk must be judged by itself. There are a number of occasions when the city pressure (particularly two separate mains, which can be tapped), may be regarded as fully adequate for the purpose of the assured. We apply that particularly in a city. The policy of our Department has been and will continue to be to discourage the use of tanks upon the roofs of buildings, except in certain cases where we know the building is strong enough to stand the strain. If the mains are ample in extra hazardous places we try to see to it that the extra protection is afforded.

Mr. Esplin.—Do your rates compare with the New England Mutuals ?

Mr. Heaton.—They can't begin to. The New England rates are based upon a fixed figure, and a return is made each year. They vary from 85 to 95 per cent. We can scarcely hope for many years to accomplish the results that have been accomplished by the New England Mutuals.

Mr. Esplin.—Have you lost more by the high class risks than by the ordinary ?

Mr. Heaton.—That is a question I am not prepared to answer. The figures are not available, and I would scarcely dare risk an opinion of that kind before this audience without having the figures before me.

The President.—Are there any other points to be taken up ? Does anyone wish to say anything on the subject of insurance in this Report ?

System of Rate Making.

Mr. Henderson.—We have an insurance policy with your Company on our plant in Halifax. It seems to be rather a complex way of arriving at the overhead rate, and there was some understanding that some other method would be devised to make that more simple. It is a complex matter, and one has to be an insurance expert to understand the method you have adopted.

Mr. Heaton.—Also the question that has just been asked me involves a very tedious answer. The members will remember that about six years ago, when we attempted to form the two Companies, we were met by a demand on the part of the Government that the members of this Association should put up $110,000 by way of deposit. The Companies had no capital, and they had to draw for that $110,000 upon the members, and there was an assessment made upon each member in proportion to the amount of his premium, that taking the place of money that was borrowed from the bank to supply the $110,000 required by the Government. As years have gone by we have been returning that deposit. We are returning a part of it now, but it will take us two or three years to return to the members the amount they originally put up to meet the Government demand for a deposit. That is a matter entirely outside of the insurance premium. It is not a premium; it is the contribution, practically, of the members of this Association to the capital account, and that capital account is being repaid as quickly as our funds enable us to do so.

A mutual Company should not require a deposit, and it does not require a deposit in most countries or in most states, but the conditions imposed upon us, with which you were made fully acquainted at the time, caused the Government to demand of us an exaction which it seemed for a time would destroy our chance of starting our Companies, but the members themselves readily, when the facts were stated, came to the rescue, and themselves put up the deposit which we are now returning. Most of our complication is between the premiums and the deposit, and if Mr. Henderson will be kind enough to call at the office I will be glad to show him much more clearly than I can do in talking to a meeting of this kind, how his particular account is treated.

Mr. White.—Could Mr. Heaton tell us the amount of contributions for those insurance companies and how much has been returned?

The President.—Of course he can answer that, but it seems to me you are asking Mr. Heaton questions which it would be much better and wiser to ask of him in his office. This Department is here, and Mr. Heaton, the Manager of the Department, is here for the purpose of answering these questions in detail. There is no trouble for him to do it; it is as easy for him to answer these questions as it is for him to eat his dinner, but I don't know whether this meeting wants to have its time taken up in discussing this Report and answering office questions. He will answer you this one, but if you keep on we won't get through to-night.

Mr. J. F. Ellis.—I think it is in the interests of the Insurance Companies that any question any member here might ask should be fully answered as far as Mr. Heaton can; it will not only give information that is desirable, but will give the members of the Association confidence in the Insurance Department, and if they have that confidence, they will place their business with them.

Mr. White.—If every member of this Association were to call at the office to get a question answered Mr. Heaton would be busy all the year. My object in asking this question was to avoid that.

Mr. Heaton.—If the members will call at the office for information I will try to get some insurance out of them, and perhaps that would be better. You will probably understand I am

only giving you a rough estimate. I didn't expect this question would be asked. Our books are balanced up once a year, and on the 31st December it was found that we had out of our $110,000 obtained about $55,000 from the assured. We have returned this year back to them over $20,000 of that, leaving at the present time about thirty to thirty-five thousand dollars of the money of our members that we are still holding in trust for deposit purposes upon which we are paying 4 per cent. per annum interest to them.

Cost of Maps.

Mr. Parsons.—In the Report itself at page 93, in the first paragraph it is stated "but a considerable expense has necessarily been incurred in the surveying and lithographing of plans and maps of members' risks"; then down below in paragraph 3, in speaking of these plans and maps, it states "this has been accomplished without any charge to the Association." In the next paragraph it states "it is gratifying to record that in no case has a member been called upon to contribute to the expense involved." I would simply ask the question as to how this can be? In the first place we are told that it has been done without any expense to the Association, and in the next place there has been no expense to the member, but in some way considerable expense has been involved. Now, I judge if these plans and maps are for the benefit of any one individual, that that individual should pay for them, but I don't understand the reference in the report.

Mr. Heaton.—I shall be very glad to answer that, Mr. President. When we can make the other fellows pay we do so. The Department is, as you know, a revenue producing Department, inasmuch as for the business that we place with licensed and unlicensed Companies we charge them the *pro rata* share or proportion of these maps and plans, and they pay us a percentage for the inspection service we give them, and we have found that the money coming in in this way has enabled us, with the $1,000 contributed by the Association as their fixed apportionment each year, to pay the additional expense incurred in the preparation of these maps without either charging the member or the Association.

There being no further questions, the President put the motion to adopt the Report, which, on a vote having been taken, was declared carried, and the Report of the Insurance Committee adopted.

The President.—I will now ask Mr. Murray, in the absence of Mr. Stewart, to read a Report of the Association's representative on the Central Canada Manufacturers' Insurance Company. The Association has a representative on that Company, and it is Mr. Stewart. He is not here to-day, but Mr. Murray will read his report following this one.

Mr. Murray then read Mr. Stewart's Report as follows:

Report of the Association's Representative to the Central Canada Manufacturers' Mutual Fire Insurance Company.

As intimated in the report of the Insurance Committee, the Eastern Canada Company was merged in the Central Canada Company on December 1st last; all of the liabilities of the Eastern Company have been discharged, and as a result of the operations since December 1st it is quite apparent that the one Company can efficiently handle the business that was previously equally divided between the two offices. At the time the amalgamation was reported to and approved by the Executive Council, the result just referred to was anticipated, and we are pleased to be able to report that the views of the Directors have been fully realized.

The amalgamation of the two Companies has, as was also anticipated, resulted in a considerable saving in administration expenses, and the money so saved has been turned to a useful purpose in strengthening the inspection service. For the present year the cost of the Inspection Department is double that of the corresponding period of last year, while the ratio of the total expenses shows a slight diminution. The operating expenses of the Mutual Companies have from the outset been kept down to a low figure, at least 12½ per cent. below the average of all Canadian Companies, and if with this showing we can also continue the excellent inspection service we are rendering our members, we shall have every reason to be satisfied.

Up to the close of 1910 the loss record for the period of the Company's existence was 42.74 per cent.—a figure only equalled by one Canadian Company and one United States Company. The figures I am quoting, both as to expenses and loss ratio, are taken from the Directors' report sent to each member of the Company in March last, in which full details were set out for general information. The year 1911 up to the close of September has been less favorable than any of its predecessors, severe losses having been sustained in Quebec,



MR. M. F. CHRISTIE
(G. F. Stephens & Co., Limited)
Vice-President for Manitoba

Hamilton and Ottawa, but it is not anticipated that they will perceptibly alter the low loss ratio at the close of 1910.

The Directors would once again remind the members of the Association that while there is no direct affiliation between the two organizations, the future of the Central Canada Company depends entirely upon the support accorded by them; members of the Canadian Manufacturers Association are alone eligible for insurance in the Company. The chief purpose for which the Company was organized has been accomplished, but there can be no lessening of interest and support without a corresponding loss of ground with its attendant consequences.

Respectfully submitted,

TORONTO, October 10th, 1911. J. F. M. STEWART.

The Report was adopted.

The President called upon Mr. Chapman to present the Report of the Commercial Intelligence Committee as follows:

REPORT OF COMMERCIAL INTELLIGENCE COMMITTEE

THE duties devolving upon your Commercial Intelligence Committee during the past year have been exceedingly light, and the report which they are pleased to present herewith is brief in consequence.

Business on the whole has been unusually good. The bountiful harvests of the past few years have added greatly to our spending power, while the steady increase in our population has expanded the home market and stimulated consumption to a point where many manufacturers have found it difficult to keep up with the demand.

For this reason, export trade has not received from the majority of our members the attention it deserved. A foreign market to a growing country is like an anchor to windward —it is appreciated at its true value only when the storms of domestic depression arise. The far-sighted manufacturer is always careful to protect his export business, and the influence of your committee has been steadily lent towards the encouragement of this principle and the improvement of the facilities which we as a nation possess for marketing our products abroad.

Our total exports of domestic merchandise for the fiscal year 1911 show a falling-off of nearly $5,000,000. In manufactured goods there was an increase of about $4,000,000, representing a 12 per cent gain, which on the whole must be regarded as very satisfactory, but this was more than wiped out by a decrease of nearly $8,000,000 in our exports of agricultural products. On the other hand our imports of merchandise for consumption show a gain for the year of $82,000,000, a fact which in itself speaks volumes for our progress and prosperity.

Trade and Commerce.

Towards the furtherance of our foreign trade the Government maintains a staff of twenty Trade Commissioners and six Commercial Agents, in addition to which there are of course the staffs of the High Commissioner in London and the Commissioner General in Paris, both offices being devoted largely to trade matters. Through these officers, Canadian interests are now being promoted more or less actively in the following countries: United Kingdom, France, Germany, Holland, Norway, South Africa, Australia, New Zealand, China, Japan, Newfoundland, Mexico, Cuba, British West Indies, Colombia, Venezuela, Brazil and the Argentine Republic. Reports on trade conditions and market possibilities in these foreign countries, together with specific enquiries, are published by the Department of Trade and Commerce in its weekly bulletin, which is sent free to all Canadians expressing a desire to receive same.

The make-up of this bulletin has been freely criticized by preceding committees, who from time to time have advanced suggestions looking to its improvement. Happily these suggestions have almost all been acted upon, so that in its present form the bulletin is about as useful and attractive a publication as could reasonably be expected. Its latest departure, undertaken in conformity with the wishes of the Association, has been the compilation of classified lists of the largest and most reputable import houses in the countries where Canada enjoys representation. These lists, at first published in instalments, have now been assembled into a single volume, which cannot but prove of immense value to manufacturers who are in the initial stages of an export campaign.

Another of your Committee's recommendations has borne fruit since the last Convention in the appointment of Trade Commissioners to Brazil and Argentina. The tremendous possibilities of those markets, and the number of enquiries for Canadian goods emanating therefrom, clearly justify the action which has been taken. Mr. H. R. Poussette, the appointee to Argentina, was entertained by the Association prior to his departure and introduced to interested manufacturers in a number of the larger centres. His previous experience as Commissioner to South Africa and his intimate acquaintance with the products of his own country, coupled with an unlimited capacity for work, should enable him to give a good account of himself in Canada's newest field of export endeavor.

As indicating the interest which is being taken in the development of trade in South America, it should be mentioned that the Montreal Branch adopted a resolution last Fall favoring the subsidizing of a line of steamships to run direct to Buenos Ayres from Canadian Atlantic ports, a resolution which your Committee were only too pleased to pass on to the Council with their endorsation. According to latest reports, the establishment of such a service is now in a fair way to be realized.

Subsidized Lines.

At this point it may not be amiss to state for the information of the meeting that direct service by subsidized line is now to be had from Canadian Atlantic ports to England, Ireland, Scotland, France, Newfoundland, West Indies, Cuba, British Guiana, Mexico, Australia, New Zealand and South Africa, and from Canadian Pacific ports to Mexico, China, Japan and Australia. For the current year the contracts in force with steamship companies for mail subsidies and other subventions aggregated a trifle over $2,000,000. For a comparatively young country, therefore, Canada would seem to be fairly well served in the matter of steamship service to other countries and to pay fairly well for that service.

Foreign Exhibitions.

The value of international exhibitions as a factor in making Canadian products better known throughout the world can scarcely be questioned. Whenever your committee learn that such are in contemplation, as much information as possible in regard thereto is secured and given to members through the columns of INDUSTRIAL CANADA.. Considerable value would also attach to a permanent display of Canadian products in those countries with which we are best fitted to do business. Suggestions to this effect have frequently been put forward by different Trade Commissioners, and propositions of a more or less definite character are often made to the Association by commission agents and others, who are no doubt anxious to profit in the exploitation of such exhibits. While your Committee have steadily declined to entertain these propositions they feel that the idea is too good a one to be entirely dropped. They beg to suggest, therefore, that the Department of Trade and Commerce be approached with a view to securing its co-operation in the establishment of a display of Canadian natural products and manufactured goods in London, as an adjunct possibly to the High Commissioner's Office. It is conceivable that many difficulties might arise in connection with the management of such a display and the apportionment of its expenses,

but the experiment would seem to be well worth the trial. If successful, it might subsequently be extended to other places and other countries as part of the regular equipment of a Trade Commissioner's office.

Australian Duty Stamps.

Some few years ago the Australian Government passed an amendment to their Customs Tariff Act, assessing a duty of per pound on all advertising matter entering the Commonwealth. So strongly was the law enforced that it was made to apply to catalogues, price lists and similar matter, even when mailed singly to Australian addresses, and large quantities of such literature in the early stages of the Act's operation were seized in the mails and destroyed. For the convenience of outside firms an arrangement was subsequently made whereby they could clear their literature through customs by accompanying each shipment with a money order in favor of the Postmaster-General for the amount of the duty payable thereon. Quite recently the matter has been still further simplified by an issue of duty stamps, which may be affixed in the same way as postage stamps, and with which the amount payable on each packet may be prepaid. Your Committee are negotiating with the Australian Government for a consignment of these duty stamps to be accounted for as used. Full details will be supplied members in the form of a circular letter as soon as arrangements are completed.

Exposing Swindlers.

The year has not passed without the usual grist of complaints from people who have been victimized by the trial-order swindler, whose favorite base of operations seems to be South America and the West Indies. Members of the Association have frequently been warned to be on their guard against this type of fakir, but as he still appears to be meeting with success it may not be out of place to explain his modus operandi once more, in order that he may be the more easily recognized.

To begin with he usually assumes a high-sounding name: The Universal Mercantile Co. and the Commercial Dutch Co. are recent examples of titles that have proved alluring. He next rents a post office box and gives the number of that box as his only address. In introducing himself he poses as a concern whose purchases will probably run into very large figures if goods and prices are right. In order that he may satisfy himself on this point, he places a small trial order, for which he authorizes the shipper to draw on him, sometimes at 30 days, sometimes longer. But the important part of it is that he is in a great hurry to close contracts, and consequently wants the trial order shipped with the least possible delay. He never forgets to give a reference, but when ordering from North America the reference is a European one, and when ordering from Europe the reference is a North American one. Rather than imperil his chance of securing larger orders in the future, the intended victim will sometimes forward goods without awaiting a reply to his enquiries, only to find out later that his draft is returned and that the reference supplied is either entirely fictitious or else unauthorized.

Members will confer a favor by reporting all such operators promptly to head office so that steps may be taken to protect the public by exposing the fraud.

West Indies Excursion.

In December last, the Association was asked to identify itself with a proposition to organize a business men's excursion to the West Indies. A special steamer was to be chartered and was to sail from St. John about the first of February. The plan comprised a series of meetings with representative business men in all the Islands, as a result of which it was expected that the two countries would be drawn much more closely together, to their mutual benefit in matters of trade. The matter was looked carefully into at the time, and while it was conceded to be well worthy of support, it was felt that there was not then sufficient time to permit of its being carried through with success. It was agreed, however, to circularize members on the subject this Fall with a view to organizing an excursion to leave about March 1st, 1912. This will be done in the course of the next two weeks, and whether or not the excursion takes place will depend on the support the proposal receives.

Your Committee have recently learned that the Canadian and West Indian League, an organization with headquarters in Montreal, are moving in the same direction, and it may be found advantageous to co-operate with them in carrying the matter through.



MR. S. H. CHAPMAN

(Ontario Wind Engine & Pump Co., Limited)

Chairman Commercial Intelligence Committee, 1910-1911

British Empire Trade Mark.

Upon the recommendation of your Committee in December last, the Council saw fit to express its approval of a proposal originating with the Glasgow Chamber of Commerce to adopt a trade mark for all goods of British origin. The object aimed at is to brand everything made or produced within the Empire with a distinguishing mark, so as to make it easy at all times to identify what is the growth or product of the United Kingdom or any of the Colonies. In this way it is expected that a stop can be put to the masquerading of foreign goods as British, and that trade within the Empire can be more readily promoted.

The idea is said to have been taken up with great enthusiasm by the manufacturers of the Mother Country, where a large sum of money has already been raised for putting the scheme into effect.

Made in Canada.

The foregoing is simply a wider application of the Made in Canada campaign with which our organization has long been associated, but which, unfortunately, during the past

few years has dropped very largely out of sight. Efforts to revive it on a broad, systematic scale were made at the last two Conventions, but it was overshadowed by what were then regarded as bigger issues and the proposals were consequently allowed to stand in abeyance. Notwithstanding this fact, your Committee have continued to do what they could in a quiet way to encourage the purchase by Canadians of Canadian-made goods. When important contracts were about to be let, a personal letter has often been sent to the parties with whom the decision rested, urging them on broad national grounds, other things being equal, to keep the business as far as possible in Canadian channels. Made-in-Canada exhibitions, organized by the Daughters of the Empire and similar societies, have been freely assisted. A small hanger embodying Made-in-Canada sentiments in the form of a creed has recently been issued and given wide circulation. Everywhere it has met with a most favorable reception, and plans are now under way for supplying a neatly-framed copy of same to every school in Canada.

Your Committee have learned with pleasure that it is the intention of the Canadian Home Market Association to devote itself largely to a campaign of education in furtherance of this commendable principle.

Employment Agencies.

For the convenience of members who are in need of skilled labor, and who find it impossible to secure what they require in Canada, correspondence has been opened up with a number of reputable agencies in the United Kingdom that have indicated their willingness to help in engaging men. A select list of similar agencies at Halifax, Quebec and Montreal has also been prepared, so that the Association is enabled to put employers in touch with reliable sources of supply. Negotiations are at present under way with a large and influential organization in the United Kingdom whereby it is hoped that specific vacancies can be more promptly and more widely advertised, with correspondingly better chances of their being filled quickly and satisfactorily.

Miscellaneous.

Early in the year your Committee were asked to give their support to a resolution favoring the elimination of the manufacturing clause from the Canadian Patents Act. On declining to do so they were next requested to offer no opposition to such an amendment should it be introduced into the House. No legislation of this kind was introduced at Ottawa, but the question may possibly come up this winter. If so, it should be looked carefully into by the Parliamentary Committee, under whose jurisdiction it would more properly come.

After protracted correspondence with the Commercial Travellers Association, the Retail Merchants Association and the Union of Canadian Municipalities regarding the adoption of a uniform civic holiday, or failing that the publication of a Civic Holiday list, it was decided that practically nothing could be done that would repay the efforts spent upon it, so the matter was allowed to drop.

At the request of members anxious to use stamp-affixing machines, such as are available in the United States, and through which petty thefts are said to be prevented, your Committee suggested to the Post Office Department that it should supply stamps in coils so as to make the use of such machines possible in this country. The suggestion was received with favor and will likely be acted upon, providing some minor details of administration can be satisfactorily adjusted.

Hardly a month passes without the Association being approached in connection with an advertising proposition of some sort. None of them has ever been seriously entertained, but in the absence of any clearly-announced policy in regard to advertising, your Committee have always deemed it their duty to consider each scheme on its merits. It would simplify matters and result in the saving of much valuable time if this meeting would lay down the rule that the Association should do no advertising without authority from the Council, and your Committee have pleasure in recommending accordingly.

Commercial Intelligence Bureau.

During the past year 663 trade enquiries have been published in INDUSTRIAL CANADA and 327 advice notes have been sent to members in regard thereto. Translations to the number of 633 have been made for 72 different firms, and 37 reports on foreign houses have been secured for 18 different firms.

Through the medium of INDUSTRIAL CANADA, members have been regularly supplied with intelligence as to steamship sailings, international exhibitions, patents, customs decisions (both Canadian and foreign in so far as the latter affect Canadian interests), changes in freight tariffs and freight classifications, postal regulations, trade statistics and market conditions. In addition, special articles have been run dealing with the prevention and collection of freight claims, the parcel post service, the improvement and regulation of insurance conditions, and rights under the Conditional Sales Acts of the various Provinces.

It is by the publication of such material that the duties of the Commercial Intelligence Committee are best discharged. The use which it has been possible to make of INDUSTRIAL CANADA in this connection has not only made your Committee's task an easy one, but it has given to one of the Association's chief assets an added value.

All of which is respectfully submitted.

S. H. CHAPMAN,
Chairman.

G. M. MURRAY,
Secretary.

Mr. Chapman moved, seconded by Mr. Meadows, that the Report be adopted.

Use of Foreign Goods.

Mr. Hatch.—Before you put that motion I would like to criticise a few remarks made in that Report. This Report is supposed to be presented to the members as the Report of the Intelligence Committee. Intelligence, as I understand it, is something which is to enlighten us on some of the most important items which concern the members of this Association, and the most important part of this Report is two words that I find on page 50, in which it says "exposing swindles." The Government which has just retired, as this Report says, appointed a representative, Mr. Pousette, to arrange a steamship line for the carrying of Canadian goods to New Zealand and Australia, and in this Report it says, which was in accordance with the arrangement, that steamships were subsidized by the Canadian Government for the purpose of carrying our goods to these other points of the British Empire. A gentleman visited our office, by the name of Mr. Manson, who wished to purchase goods from us, and his reception was such that he afterwards visited Mr. Walsh, the Manager of our Transportation Department, and he said to Mr. Walsh, as he did to myself, that with these subsidized vessels going from Canada to New Zealand and Australia, he found that the Americans were allowed to ship goods in competition with ourselves to these countries at a much lower rate of freight than we were paying, thereby giving the American manufacturers all the advantages and giving a

black eye to the Canadian manufacturers. I think if this condition exists that it is the duty of this Association to say that we are not in accord with that condition, and that while these steamships are subsidized by the Canadian Government we object to American manufacturers who are our competitors being allowed to ship goods from the port of New York at a much lower freight rate than we are allowed to ship goods from the Dominion of Canada.

There is another item which occurs to me in this Report, and that is the support we should give to goods manufactured in the Dominion of Canada. I noticed Mr. McNaught here this morning, and I hope he is here now, and I would like to say to him, and I hope he will take it back to his Government, that every public building that has been erected in the last four years in the Province of Ontraio has been supplied with American-made hardware. There is not one building that has been erected by the Dominion of Canada or the Public Works Department but what has been entirely equipped with hardware manufactured in the United States. The Canadian Northern Railway, which is supposed to be an institution expecting the support of the manufacturers of this country and of the Dominion, are not erecting one building but what is erected through American architects, American engineers, and American contractors who use American supplies for the erection of the buildings. I think that this Association should at the present time make an announcement to these concerns, who are subsidized, and who are supported, and who are supplied with money paid from the manufacturers and from the Canadian people, that they should be expected at least to purchase the supplies for these public buildings from the manufacturers of this country, and I hope that everybody here will ask Mr. Chapman, who has presented this Report, to embody in it that he thinks it is up to the Government at the present time, the Ontario Government, the Dominion Government, and any other concern that is looking for Canadian franchises, to see that they buy their stuff in this country. (Applause.)

The President.—Gentlemen, are you ready for the adoption of this Report? If you are, I will put the motion. It is moved and seconded that the Report of the Commercial Intelligence Committee as read be adopted.

Mr. McCullough.—If Mr. Hatch's remarks involve an amendment to the Report, I should have very much pleasure in seconding the amendment.

Mr. Hatch.—I have pleasure in making a motion to the effect that to the Report of Mr. Chapman be added a clause that these public and Government institutions should be requested to support home industry.

Only Ask Fair Chance.

Mr. Gourlay.—I do not rise to oppose the amendment, but I think it would be prudent to ask the Government or the corporations who are bonused in any manner to only do what we do ourselves in handling matters of this kind, and that is to ask the Government to place the orders in Canada, provided that can be done, getting the same value and at the same price as elsewhere. I think at this juncture it is prudent that in all matters of this kind we make it clear that Canadian manufacturers only ask a fair show in the matter of trade on the basis of value and price.

Mr. Hatch.—I would like to include the remarks of Mr. Gourlay in my motion.

Mr. Ransford.—I want to know why we should be timid about asking the Government to use Canadian goods in public works. I want to know if anybody here can point out one solitary instance when the United States Government have used Canadian-made goods in the erecting of their public works. Can anybody give one instance in this Assembly, because, if so I will sit down? I guarantee you there is not one instance. I will guarantee further that nobody can produce an instance where the United States Government has even advertised in Canada and asked for tenders. They want nothing to do with us; they want none of our goods; they won't buy them from us if they can help it; and I am rather tired of reading journals that are principally published in England, articles indicating a timidity towards offending the delicate susceptibilities of our American cousins. (Applause.)

I am thankful beyond measure to be able to say that the people of Canada have within the last few days spoken with no uncertain sound as to hewing out their own pathway in the future, and I do hope that after this we shall not be met with these suggestions of treating them with such delicacy as we have in the past; and don't let us forget—I don't want to introduce for one moment any political matter into this genial meeting of brothers, among whom of course there must be men on both sides of the political school at present—but I do hope that in the future we shall be able to approach the Government at Ottawa with greater confidence and with greater hope of fair treatment than we have in the past; and I am one of those who think that even if Canadian made goods be higher than similar United States goods, the Government of this country above all other institutions are bound to protect and to stand by the people of their own country, and to purchase goods from them even if they do pay a little higher price. If the Government invites tenders from people in Canada as well as from people in the United States, what more magnificent opportunity could be offered to the United States manufacturer for what he would consider a chance to get back at the Canadian manufacturer, and to quote goods for public works in Canada at a price that would yield him no profit, but in many cases an actual loss. Is that not true?



MR. JAMES RAMSAY
(Dominion Biscuit Co., Limited)
Vice-President for British Columbia

With regard to the Canadian Northern, I was very much astonished to hear that gentleman speak of the Canadian Northern acting in the way they do after having had such very great financial assistance from the Government of this country, and I hope that that proposed addition or amend-

ment, whatever it may be called, to the Report will be withdrawn, and that we come out squarely and flat-footedly and say exactly what we all think and what we all desire, that the Canadian Government should in every case in public works purchase goods from Canadian manufacturers wherever obtainable, without mentioning the matter of cost.

Mr. Monypenny.—I would like to say that I do not think the Government and railways are the only sinners in regard to buying goods not made in Canada. I think a splendid campaign might be carried on amongst the manufacturers. I have several times approached manufacturers to sell goods the product of our factory, and I have found that they were buying American-made goods. On several occasions I have known where American-made goods have not proven up to the mark, but they have given the representatives of those houses an opportunity to come back, and make all kinds of excuses why they have not proven up to the mark, and they have never given a Canadian manufacturer an opportunity to put in samples of his goods and prove what he could do. Canadian manufacturers have come to me to sell the product of their factory that were finished with American goods. There are Canadian manufacturers in this room at the present time who are looking to Canadians to buy the products of their factories, who are specifying American-made goods in the finish. I think there is a splendid campaign to be carried on amongst the members of this Association. We should use our best endeavors and at least give the Canadian manufacturer an equal show with the American manufacturer to prove the worth of his goods.

Mr. Gourlay.—I think the matter is one of sufficient importance for the Executive Committee to frame a resolution to cover the whole situation. I think the members of the Association should not be placed by resolution in the position of being laughed at because they want certain organizations to do what in many cases they do not themselves do. Another thing, I don't think it is prudent at this or any time to put ourselves exactly upon the plane of our American cousins. I am proud, I think, to be upon a very much higher plane than my American cousin in the matter of trade.

The resolution as we have it here before us, saying we are to buy in Canada, also reflects upon other portions of the Empire, but I don't think any member of the Manufacturers' Association to-day wants, either directly or indirectly, to say that the Canadian manufacturer wishes anything more than fair play in regard to everything he manufactures and that is wanted in this country, and I think it might be taken up by the Resolutions Committee, and that they should draft a separate resolution, and let it come in to the organization a little later, after some thought has been given to it, and it will be acceptable to all.

The President.—Mr. Hatch and Mr. McCullough, if you will get together and ask this meeting to allow you to withdraw this amendment, and bring a resolution before the Committee on Resolutions to be dealt with on Thursday morning, I think it would be wise. Are you willing to do that?

Mr. Hatch.—I object to getting together and making any further resolution. The matter has been going on for years, and I think it is time it was stopped. We have always been too charitable. We have never come out and taken a stand on the position we occupy and announced ourselves to the people of this country that there is the Manufacturers' Association, and that there are manufacturers who demand the attention of the people in Canada. We have always been so charitable we have allowed everybody to come here and put a millstone around our necks; we have allowed them to come in here and put up propositions to us which from a charitable standpoint we have listened to. I think that this body now is important enough—so important that we should announce ourselves; let us come out in the open and let the public know we are here, and we are here to do business. The people of this country should be educated to buy Canadian manufactured goods.

Imports and Prosperity.

Mr. Packard.—On the 47th page it says: "On the other hand our imports of merchandise for consumption show a gain for the year of $82,000,000, a fact which in itself speaks volumes for our progress and prosperity." Does that mean we are sustaining free trade? What would be the result if we had an open market?

Mr. Fraser.—If we had free trade our imports would increase ever so much more, and here we are putting it down in black and white that an increase in imports is a sign of prosperity.

Mr. Chapman.—That is rather a broad question. While we all look for and are glad to see the increase in trade within the towns of our own country, I see no reason why we should not become importers. This indicates clearly that our country is in a position to buy. We are producing from the soil that which gives us the means to go outside and buy, while our object of course is to have these goods as far as possible manufactured within the bounds of our own country. I may just instance one case. We are manufacturers and also importers, and for several years we have been importing largely gasoline engines. We have got to that point where we feel it is proper they should be made here, and are at the present time equipping a plant for that purpose. We are hoping that this will affect to some extent these imports. At the same time we know that a large proportion of the goods which we are using are not yet made in Canada, and it is a sign of progress, surely, that our country is growing and is demanding goods to such an extent that our imports have had to increase over our manufactures.

Mr. Fraser.—Would it not be well to strike out the words "a fact which in itself speaks volumes for our progress and prosperity," and stop with "$82,000,000"?

Mr. Ransford.—I think I can give the gentleman an explanation of that matter in a very concrete form. Owing to the growth and development of this country comparatively recently, coal is a raw material and there has been an increase of manufacture, consequently the import of coal has increased to keep pace with the increased output of the manufactured article. The result is that the increase of imports is a most plain proof of the increased prosperity of this country with regard to my small item of manufacture.

A Member.—I think there is another matter to be considered, and it is this, that this large gain reflects a very large increase in the manufacturing industries of this country, for it is well known many of us have to import our raw materials from abroad. In this gain of $82,000,000 no doubt will be included an enormous amount which comes direct to the manufacturers to be manufactured in this country, and then to be put up as Canadian-made goods.

Mr. Packard.—I think an explanatory note should be placed in that so that people will understand what it means.

Mr. Curry.—I think that ought to be very well understood. It simply means the country has grown faster than our manufacturing concerns have grown, and we have got to go abroad and get a lot of this stuff. I know in my own case, my Companies have to bring in four or five million dollars worth a year. We hope with the growth of steel making in this country shapes that are not rolled will be rolled here and we will get them. I hope, too, that with reference to the question of pig iron that will be arranged. The manufacturers of pig iron in this province have been discriminated against in the last year, and I hope that will be fixed, so that it means the production of 60,000 tons of pig iron in this country alone

which is now brought from abroad, which should not be. These things I suppose will gradually be overtaken. The head of one of our railway systems the other day gave us a very encouraging hint that we would now be justified in going ahead and adding to our plants and getting ready to take care of this business. During the past year or two there has been very little encouragement for the manufacturer to add to his business while it stood in the balance, not knowing what was going to happen to him in the tariff. But I think now that these things are settled the people will go ahead, and in another four or five years the showing in this way will be a very different one.

Help Young Industries.

Mr. McCullough.—I much appreciate the very high plane Mr. Gourlay has taken, and I realize with satisfaction the speech made by Mr. Ransford on the subject. The subject is a matter of very great importance, that is, the procuring of articles made in Canada to be put into public buildings, the property of the people of Canada, and, therefore, perhaps it would be wise for us to add to the Report of the Committee on Commercial Intelligence so that the Report should contain some recommendation such as this, that it is in the interests of Canadians generally that all articles entering into the construction of public buildings, Provincial and Dominion, should be procured in Canada. Take that broad principle, and then let the Committee on Resolutions deal with this matter very carefully and very fully; because everyone here realizes that this body of manufacturers to-day would do nothing in the world to embarrass a government which is entering into power at the present time; we would do nothing to embarrass any government entering into power. It is, therefore, as a sane body of manufacturers and Canadians that we should see to it that we do not do anything precipitately, but do it after careful investigation and in a pleasant way. Therefore, with your kind permission, and with that of the mover, I would move that it is in the interests of Canadians generally that all articles entering into the construction of Provincial and Dominion public buildings should be manufactured in Canada, and that it then be referred to the Committee on Resolutions to deal with it and bring in a carefully worded resolution.

The President.—Is it your pleasure that this substitute motion of Mr. McCullough's take the place of that which Mr. Hatch moved.

Mr. Russell.—I think this matter of trying to shape up a resolution can only lead to confusion. I was trying to rise to second Mr. Gourlay's motion, as it was made some time ago, but as it was not before the house, I will now move that this matter which has been thrashed out be referred in its present condition to the Resolutions Committee, and that they be asked to frame a resolution and have it ready for consideration on Thursday morning.. I don't think any resolution which is adopted here by one man throwing in a suggestion and another trying to catch it, will secure a resolution in keeping with the dignity of this Association. I am strongly alive to the necessity for a campaign of education along the line of "Made in Canada." We need it among ourselves. At the same time we don't want to become narrow. As some of you have said, the people of this country have shown a splendid confidence in the manufacturers of Canada, and have told us that they want us to go ahead and develop. We don't want at the present time to appear to take any undue advantage of that. We want our resolution to be framed showing we do not desire either from our Government or anyone else a preference which is unfair or beyond what it should be, and I would like to see that resolution carefully considered by the Resolutions Committee and brought in on Thursday for consideration.

The President put the motion, which, on a vote having been taken, was declared carried.

The President put the motion to adopt the Report, which, on a vote having been taken, was declared carried.

The President then delivered the President's Annual Address as follows:



One of the Problems of a Growing City, Improving the Transportation Facilities of Toronto.

PRESIDENT'S ADDRESS

By Mr. W. H. Rowley.

A Comprehensive Survey of the Industrial Position of Canada During the Past Year, With a Consideration of the Problems now up for Settlement

AS your President, it is my privilege, it is my duty, and I regard it as an honor, to bid you all a hearty welcome to our important conferences at this Fortieth Annual Meeting. It gives me pleasure, and I am proud to see so many members present, particularly when we consider the distances from which some of you have come, and the sacrifice of time and money your attendance here involves.

Had our meeting-place been Ottawa instead of Toronto, as we of the Capital City and the Ottawa Valley had planned, it would have given me added pleasure, for then besides welcoming you, I would have helped to entertain you.

Toronto is a goodly city; her citizens and your fellow manufacturers here are delighted to have you all with them; so on their behalf let me say that I hope your visit to Toronto may be thoroughly enjoyed, and that from our deliberations here, tempered as they will be by wisdom and moderation, you may get benefits to yourselves personally and profit and advantage to the varied industries you represent.

The next duty of the office with which I have been honored is one that might easily have fallen to the lot of an abler man in your midst.

Custom has ruled that at each Annual Meeting your President shall summarize the Association's activities for his year; that he shall survey the commercial and industrial situation as he sees it; that he shall review the influences which are at work to promote or to retard the development of Canada, and that as far as possible he shall voice the attitude of your Association towards the great national questions of the day.



MR. W. H. ROWLEY

(The E. B. Eddy Company, Ltd.)

President Canadian Manufacturers Association 1910-1911

About the work upon which our Association has been engaged there is comparatively little left for me to say. These matters are well dealt with and fully covered in the reports of the various committees which are before you. Each committee has applied itself faithfully and energetically to the task assigned, so each report will tell its own story in its own way, with clearness and detail, that makes further comment from your President unnecessary.

The broader and more important problems with which I am expected to deal cannot be so lightly dismissed. They must be clearly faced and fearlessly discussed. For a young people —may I not say nation—we have just passed through one of the most momentous periods of our existence. Our hearts have been stirred, our judgment has been tested, our decision has been reached as perhaps never before. Rancor and passion may easily get the better of us unless we discuss the issues before us with calmness and with sobriety. The occasion, therefore, calls for moderation and self-control on the part of every one of us.

Recognizing the path wherein my duty lies, I shall try to stick closely to it, remembering an old adage:—

"Straight is the path of duty,
Curved is the line of beauty;
Walk in the one and thou shalt see
The other ever following thee."

But the difficulties with which my path is to-day surrounded compel me to express my diffidence, so let me ask for your kind indulgence if I in any way overstep the mark or tread on dangerous ground.

Looking Backward.

First of all, let me say that a survey of the year just passed reveals much to cause every Canadian profound gratification. As far as Canada and the British Empire are concerned, we have had a year of peace. Rumors of trouble have been heard, but wise counsels have prevailed, and so the Empire has been spared the terrible ills which invariably attend a battle of the great powers. For this we are, as we should be, duly thankful.

Peace abroad has happily been coupled with peace at home; that is, as manufacturers, we have been singularly free from industrial strikes and strifes. Relations with our employees throughout Canada have seldom of late been more harmonious. Some may ascribe this happy condition in Canada to the fact that our neighbors to the south of us have suffered from a depression of and interference with trade, and so may say that the time has not therefore been opportune for a spirit of unrest to show itself in Canada.

Let us look elsewhere for an explanation, for I incline to the belief that in the face of what the manufacturers and the

artisans regarded as a real danger, the masters and workmen sunk any differences that might otherwise have arisen, and have joined hands and hearts in protecting their common field of activity and of labor. But whatever the explanation, we may all well rejoice in the opportunity that has been given for uninterrupted duty and service on each side, given with the very cordial feelings which have prevailed throughout the past year and which still prevail.

In all which goes to make up the sum of material prosperity, Canada has been especially blessed. The flow of immigration has been well sustained. Advancement, construction and operations of every kind have gone steadily ahead. Our channels of trade and our avenues of communication have been extended and improved. In nearly every branch of industry growth and progress have held sway. Work for the agriculturist and artizan has in consequence been plentiful and wages have been good. Our fields, our mines, our forests and our fisheries have yielded another splendid return; our farms especially—the very backbone of our prosperity—have enriched us splendidly with bountiful harvests. These and many other blessings give us further cause for heartfelt thanksgiving to the Almighty.

Canada has also been fortunate in that the leaders of her political parties have been men of sincere motives and high ideals, men who have devoted themselves to advancing what they believed to be the best interests of the country. The Government administration has been on the whole progressive —in some respects perhaps too progressive.

With some of the policies enunciated by the late Government we have not all seen eye to eye, but we have the satisfaction to know that our principal disagreement was over a big issue and that the pronouncement thereon by the electors of Canada has been sufficiently emphatic to leave no room for doubt how Canada felt about the matters at stake.

In His Excellency Earl Grey we have had an ideal Governor-General, who has accomplished great things for Canada, nad has helped to inspire us with broader national and Imperial ideas. We have all learned to so admire him and to so love him, that in leaving us, His Excellency carried with him our best wishes for health and happiness and for the opportunity for further service in other spheres in the British Empire.

Looking Forward.

This week we are to have the high honor to welcome to our shores Field Marshal, His Royal Highness the Duke of Connaught, K.G., in whose appointment we have convincing evidence of the regard in which Canada is held by our Beloved Sovereign, King George. To our new Governor-General we offer the loyal and the hearty wish that His Royal Highness may live happily among us and that when his term of office expires, he may leave Canada the better for having lived among us as a noble representative of His Gracious Majesty.

Apart altogether from considerations of personal interest, of material wealth or of a change in the party in power, there is a higher plane upon which all Canadians should be able to find common ground for rejoicing; that is in the unmistakable evidence that has recently been given of the continuance of an intense Canadian national feeling and sentiment. Whatever one's political leanings may have been, or whatever the motives that may have swayed any of us in the campaign just finished, we may all surely derive deep and abiding satisfaction from the knowledge that Canada is intensely Canadian and deeply loyal to the British Crown and Empire.

To those who would have accepted the Taft-Fielding reciprocity compact with a view of profiting thereby for a longer or shorter time, confident perhaps in the ability to withdraw from the agreement at any time without injury to Canada and the Empire, the result of the elections was disappointing. But such disappointment may well be assuaged in the consolation which comes from the reflection that thousands upon thousands of Canadians on the merest suspicion that the agreement might impair our fiscal independence and weaken the Imperial tie, promptly and loyally subordinated all considerations of material gain to the nobler impulse to keep our people and our country true to ourselves, true to the flag and true to the Empire.

In this knowledge there is consolation and hope for everyone of us. By this act of unselfish devotion, Canada has raised herself to the position of a nation, within a nation and among the nations. She has gained for herself the esteem of those with whom she has declined to deal on the basis or plan lately offered, and she has won for herself the pride and the affection of those for whose sake she has chosen to make sacrifices. In asserting herself she has found herself, and her citizens are the better, the richer and the happier and should be the nobler for it.

The Taft-Fielding Trade Agreement.

This naturally brings us to consider the proposed Trade Agreement around which the recent election campaign centered. It follows from what I have just said that we must regard revival of the deep spirit of Canadianism as a factor of great weight in causing the defeat of the late Government.

Whether or not the appeal to this sentiment was justified, whether or not those of us who allowed ourselves to be swayed by this appeal were needlessly alarmed, are matters that do not concern me at present. The significant feature of the situation is that the appeal was not made in vain. From the emphasis with which the answer was given to the appeal, there must be a considerable measure of satisfaction, even for any of those who may have deprecated the adoption of such a method of campaigning.

But there were other factors of undoubted influence in bringing about the defeat of the Government, to which we cannot afford to shut our eyes.

Despite the attempt to ridicule the cry, "Let well enough alone," I am convinced from the sweeping nature of the result of the election, coupled with the prosperous conditions which obtain in Canada, that our people paid heed to the cry, and chose to continue the policy unchanged, rather than to deviate into alluring by-paths which led we knew not whither.

The greater the temptation that this proposed Reciprocity agreement may have been in this respect, the greater the credit to those Canadians who placed national ideals ahead of any personal gain or political bias.

In the remarkable change in the political complexion of Eastern Canada, including rural as well as urban constituencies, there is afforded proof that our farmers and our artisans were awakened to a true appreciation of the value of the home market, and that our industrial and artisan classes associated their prosperity with the prosperity of the farmer.

The market of eighty or ninety millions, with its alleged advantages in the way of higher prices, did not look attractive to the Canadian farmer, who is able to sell at his very door 80 per cent. of everything he produces at prices which net him a substantial return upon his time and investment.

Since this inference is justified, it enables us to look forward with good hope and splendid confidence to the future, for, with our agricultural and industrial classes working in harmony, each seeking to advance the interest of the other, Canada will experience a development such as we have never known before.

We may not, however, overlook the significance of the almost solid vote in Alberta and Saskatchewan. Our friends, the comparatively newly-arrived farmers on the plains, evidently wanted Reciprocity, and wanted it badly. With them, access to a larger and a closer market was the moving consideration.

What they voted to secure for themselves is one of the many benefits which the farmers of the East already possess. The jealousy with which that possession is guarded in the East gives ground for the hope, as it is my belief, that with the increase of the distributing and manufacturing centres throughout the West, sentiment there will undergo a rapid modification, for there can be no doubt that with the certain increase of a consuming population near at hand, the Western farmer's appreciation of the value of the home market will become intensified.

It is also most gratifying to see in the answer of the electorate a recognition of the duty which we owe posterity, in conserving our natural resources to our own use. Canada is in most urgent need of *Practical Protection*, and her people are beginning to realize it. She needs to be protected in some measure against her foreign competitors, but she needs to be protected in an even greater degree against those who would destroy and waste the gifts which a beneficent Providence has bestowed upon us.

We refused, and wisely so, to place Canada's natural resources at the disposal of a people who by their recklessness have depleted their own natural resources to the verge of exhaustion.

Wherefore, we must insist, as the condition upon which others may utilize our Canadian resources, that they shall build their mills and factories and do their manufacturing *in Canada*, thereby helping to build up this country and adding to its general prosperity.

In expressing these views I offer no opinion at this time about the merits or demerits of Reciprocity as such, but am simply showing from the verdict of the people the feelings and desires which prompted them to vote as they did.

Underlying their action were probably some motives other than those I have mentioned, but from a close study of the situation and from opinions gathered from every Province in Canada, I am satisfied that the most compelling motives were those which have been outlined above.

If we are agreed on this, then it behooves us to shape our policies accordingly, making sure that our future building is upon the foundation which the people have laid for us.

It is neither my intention nor my desire on this occasion to enter into a discussion of the economics of "the pact." To do so would be fruitless, and it would be unconvincing, because Reciprocity in Canada is apparently dead beyond any chance of revival for a generation at least.

Let me now make it clear and emphatic that, all reports to the contrary notwithstanding, the Canadian Manufacturers Association took no part in the contest.

As befitted an organization of our standing and importance, we took an early opportunity to place ourselves on record regarding the Agreement. Our conclusions were reached only after calm deliberation, and our utterances were characterized by moderation and toleration. Moreover, the agreement at that time was not an active political issue. Later, when it became so, the attitude of the Association was fixed as one of strict neutrality, and to that attitude we consistently adhered.

Once and for all let it be understood that the Canadian Manufacturers' Association is *not* a political organization. Its opportunities for useful service to the manufacturing interests of Canada are too numerous and too important to warrant those entrusted with its destinies taking any chance of wrecking it on the rock of politics or the shoals of party.

So much by way of digression. Now to return to the subject, "What is the outlook for Canadian industry and what are the wisest lines of policy for us to follow?"

If there is one thing clearer than another in the mandate of the people, it is that we shall hold ourselves free from entangling trade alliances, direct our energies to building up a strong home market, and thus make ourselves a self-contained people.

To this end we must have *stability of tariff*, for only by stability will continued coming of desirable immigrants and the investment of outside capital be encouraged. And it is people and capital we must have—people by the million, capital by tens of millions and hundreds of millions—if we are to reach the development of which Canada is capable.

Pray observe that I do not advocate a higher tariff, or even a high tariff. Our Association, and the individual members who compose it, would be ill-advised to ask for material increases in the rates of duty. The vote of the people cannot be distorted into a building permit to heighten the tariff wall, but it endorses the policy of reasonable, moderate, fair and practical protection; beyond that it does not go. Some items in our tariff may not be fair; then let us put them right after ascertaining all the facts and consulting the interests of all concerned.

But once we have the tariff right, let it be maintained on a reasonable, stable basis, so that our people may be satisfied, a good class of immigration brought in, capital protected, encouragement given to our farmers and artisans, and a continuance and extension given to old and existing industries and to the establishment of new ones.

My reference to "industry" is in its broadest sense. Manufacturing is not the only interest we must consider, nor the only development our Association should seek to promote. Agriculture, fruit growing, stock raising, fishing, mining, lumbering, and other industries have equal, if not actually stronger, claims upon the consideration of those who frame our laws.

If we are to rest our future prosperity on a sure foundation, if our aim as a nation is to become self-contained, we must first see to it that our growing basic industries are taken care of, for these are the essentials without which all else must languish and decay.

Other industries need protection just as manufacturing needs protection, and we should see to it that they get it.

In using the word "protection" I mean far more than mere tariff protection. The protection the ordinary tariff affords is well enough so far as it goes, but, like a coffer-dam, it is intended only as a temporary aid to permit the solid work of construction to go forward.

We need to study German methods to know what "practical protection" really means. Reforestation, conservation of all our natural resources, experimental farms, seed inspection, elevators, cold storage, transportation, biological stations, fish hatcheries, geological surveys, fire ranging, and research of every kind, are as essentially a part of a comprehensive, practical protective policy as the tariff ever was or ever will be. These are the kinds of practical protection we should strive most earnestly to secure and to extend, because these afford the only safe and sane basis upon which to build for the future. Our competitors to the south are realizing this, and have already out-distanced us in progressiveness of this practical policy; we must speedily follow their example or suffer the consequences of our inaction.

By working along these lines, we shall accomplish more for our country and for ourselves than in any other way. My best wish for Canada is that we shall be a united people, mutually interdependent, and as far as possible, politely independent of friends and neighbors. To this end, each person, each locality, each class, must do his and its share to promote the well-being of the whole country at large. The artisan, the farmer, the fisherman, the miner, the manufacturer, and everybody, everywhere in Canada, must work in close and cordial harmony, producing for one another, consuming the products of one another, helping one another where help is needed; giving and receiving, offering and ac-

cepting, always in the spirit that everything we do, we do for Canada and the Empire. Thus and thus only can we reach our maximum efficiency, our maximum prosperity, and our maximum of joy, peace and happiness.

The Tariff Commission.

We are all well pleased at the prospect of the early appointment of a permanent Tariff Commission. Business men know how indispensable it is to have accurate information and expert advice if they are to be successful in carrying on the enterprises over which they preside. Yet, "mirabile dictu," in the greatest of all Canadian businesses, namely the shaping of our fiscal policy, we have hitherto been content to proceed on incomplete data, and to be guided by advice that we have known to be biased.

Tariff making in a proper way is a science; like most sciences, it can only be mastered by long and patient study and keen research.

No single Minister of the Crown, no set of Ministers, with multitudinous duties of office to attend to, can hope to achieve real success in the difficult problems which a tariff presents. They must have help, and that help should be of the very highest class and greatest calibre obtainable. Ministers must surround themselves with men of wide experience in tariff matters, men of well seasoned judgment, who can be depended upon to make searching investigations, and to bring to light the cold, naked truth and hard material facts, men on whose advice and opinion reliance may safely be placed.

In appointing a Tariff Commission of this kind, the new Prime Minister, the Honourable R. L. Borden, will adopt the safest means of ensuring "a square deal" to all classes of merchants, manufacturers, consumers and to every interest, and this will go a long way towards taking the tariff effectually out of politics, and relegating it to that sphere of business to which it properly belongs.

It is conceivable that such a move may exercise a more or less unsettling influence on business for a time, but this is of minor importance, compared with the desideratum of righting wrongs if any such there be.

No matter what the cost may be, and no matter whose toes may be trodden upon, let us first get our tariff right and fair, then let us ensure its stability, making from time to time only such slight modifications as the changing conditions of the country demand.

As manufacturers we should be able, we should be willing to view the creation of a Tariff Commission with complacency, so I hope we will all facilitate this work as far as we can, by giving such data as we are able to supply.

Transportation.

The subject of transportation is one of such tremendous scope, I cannot do more to-day than touch upon one or two aspects of it. If time permitted, it would be interesting for us to examine the voluminous statistics available, which reveal their own wonderful story of progress and of development. But this will have to be reserved for a future occasion.

The importance of extending and improving our East and West communication as a means of binding all the parts of Canada together, have been brought under your notice by my predecessors in office. The subject is, however, of such importance that it must be again emphasized. Canada is a vast country, going forward to a vast amount of Commerce, Trade and Travel.

Obviously our interest is to keep the movement of that business as far as possible in purely Canadian channels Every ton of freight which is carried over a Canadian railway or in a Canadian ship means so much work for Canadian crews, with all the concomitant advantages in the way of Home Trade and Home Markets for our farmers, our shopkeepers, our manufacturers. Every ton of Canadian freight diverted to an American railroad or to an American vessel loses to us advantages that would otherwise be ours, and enriches our formidable commercial rival at our expense.

Happily we have followed an east and west policy for years; unconsciously, perhaps, at first, but latterly with fixed purposes and keen intent. What confirmed us in this purpose, more than anything else, has been the sight of no less than *nineteen* feeders to United States railroads run up to within a few miles of our border; some actually across it, waiting only for the opportunity to reach out for our traffic and to divert it to their own uses.

By rapid construction of new lines and by double tracking old ones, we have so far been able to handle and control the situation fairly well. But the vast territories to be served are of such tremendous extent, that we cannot afford to relinquish our efforts nor even to hesitate to go on.

The resulting stimulus thus given to inter-provincial trade, has and will continue to more than repay the country and its railroads for everything done. Then again we are gainers by having made Canada the commercial highway between Europe and the Orient. Freights which will not stand delays incidental to an all-water route, now go across our half of the North American Continent, as the natural and inevitable way. The volume of this traffic has already attained large proportions, but is as nothing when compared to what the traffic must be when the great Empire of China is fully aroused from its slumber of centuries.

Anticipating the developments certain to ensue, we should bring our transcontinental transportation facilities to the very highest point of efficiency, since their bearing upon Canada's future prosperity is great, almost beyond computation.

The expenditures of public money on transportation have already been very heavy. In cash subsidies alone the railways have received from the federal treasury, from the several provinces and from various municipalities over $200,000,000.00. In addition, they have received enormous grants of lands from the Dominion and from the Provinces, amounting to over 55,000,000 acres. At the low estimate of $3.00 an acre, this sums up in cash and in land subsidies given by the Canadian people $365,000,000.00.

Great as this expenditure has been, none of us regret it, and few there be now left to say that it was not justified.

Without transportation facilities what would the Canadian West be to-day? Transportation more than any other one thing has made Manitoba, Alberta, Saskatchewan, and British Columbia what they are. It has opened up their fertile fields for settlement, enhanced the value of their land, brought the home market and the markets of the world nearer to their very doors,—in short it has induced a condition of general prosperity for which we are devoutly thankful, and from which we have all benefited.

Looked at in another way, our contributions towards improving Canadian transportation facilities have added to the value of every bushel of wheat the farmers of our Western Provinces produce. Their grain is now always worth to them the price which grain will bring in Liverpool, less freight and insurance. The prevailing low freight rate on grain from the head of the lakes to tide water, is only made possible by the canals we have built, by the waterways we have improved, and by the new waterways we are promised shall be built, and for the use of which no toll of any kind is or should be exacted. Our expenditure in this way up to 1910 was over $97,000,000.00. The interest on this amount, plus the cost of repairs, maintenance and operation, is what

we annually contribute towards enhancing the value of Western wheat. Every bushel of grain that has been moved by the Canadian routes during the past few years, has thus been increased in value between 5 and 6 cents.

It is estimated that when the Hudson's Bay Railway and the Georgian Bay Canal are built, the through rate to Liverpool will be reduced by another 4 cents, making in all 10 cents per bushel which our transportation policy has added, or will add, to the value of the Western farmer's crop. This one illustration shows what an important bearing transportation has on our national prosperity, and emphasizes the necessity for a continued forward policy of development in regard thereto.

Of the many other aspects of this problem, there is one to which I shall specially refer; that is, the general readjustment of East and West rates soon to be made imperative by the situation now developing in the West.

Winnipeg cannot expect that it will always be the distributing centre for the vast territory from the head of the great unsalted seas of Canada to the Rocky Mountains. Already important centres are springing up to challenge its supremacy. With the building of the Hudson's Bay Railway and the Georgian Bay Canal, the enlarging of the Welland Canal, and the opening of the Panama Canal, the growth of these centres will be hastened, and their importance to each surrounding community will be intensified. It seems safe to predict that within ten years the industrial geography of the Canadian West will be much changed. A re-adjustment of freight rates will follow as a matter of absolute necessity, and this is one of the important considerations which business men must keep in mind, and for which we must prepare ourselves as best we may be able.

Extra-Provincial Legislation.

Brief reference has been made above to Interprovincial trade; let me now raise my voice in protest against the extra-provincial corporation licensing system in vogue in our several provinces.

In the first place, it is un-Canadian and parochial, because it is an obstacle to the free interchange of products between Province and Province, and is a direct contravention of the spirit, if not of the letter, of Canadian Federation. It is disintegrating in its effect and has induced a spirit of retaliation which if carried to its logical conclusion, will engender a policy of exclusion and of provincial isolation. It is discriminatory, in that it places corporate bodies under a serious handicap, while it gives individuals and partnerships an open field.

The only justification I have ever heard offered for it is, that our Provincial Governments "need the money," but it seems to me that to resort to this means of raising a revenue, is on a par with selling one's birthright for a mess of pottage.

In the efforts to secure the repeal of this pernicious legislation, our Association has tried moral suasion until patience is well-nigh exhausted; it seems to me the time has come to test the constitutionality of these Provincial acts by legal process; by carrying the matter to the Privy Council in England if necessary.

Accident Prevention and Workmen's Compensation.

Among the other legislative problems in which we as manufacturers must interest ourselves, one of most vital importance is that of accident prevention and accident compensation. The brain and brawn of our working people is the greatest asset the country possesses. Since we all believe in the conservation of our natural resources, we cannot devote ourselves to a worthier cause than that of conserving the lives and the health of those through whose skill and industry our business activities and our Mills and Factories are operated.

Humanitarian motives alone should move us to give best thought to this problem, but apart from this, it is equally a matter of good business, for it will handsomely repay for all the time and money we give to this work.

When accidents occur, as they do from time to time in spite of every precaution taken, there should be a ready means of ensuring prompt payment of compensation to the injured, or to his or her family if an accident should terminate fatally.

It should not be necessary to have a fight for this compensation, which should be payable as a form of insurance, upon proof of the accident, and the cost of carrying this insurance should be regarded as a legitimate charge upon production.

In the absence of facilities for dealing with the matter in this way, many of us have had recourse to liability insurance. In principle, liability insurance is pernicious, As a means of evading responsibility it may at times be justifiable, but it would be immeasurably better and more satisfactory to all concerned to have this plan replaced by a form of insurance that would bring about the results I have mentioned.

We are fortunate in having among us to-day in Mr. F. C Schwedtman, a man who has made a careful study of accident prevention, and of the different compensation and insurance schemes in use in other countries. Mr. Schwedtman of the National Association of Manufacturers of the United States, is obligingly to give us an illustrated lecture on this subject this evening. His utterances will be interesting and instructive, so I ask all of you to come and hear him.

Immigration.

Now a few words about immigration. Being a steady, constant believer in *Practical Protection*, I am firm in the opinion that we should protect all Canadian interests. The labor interest is a big interest in Canada, entitled to equal recognition with farming, mining, fishing, lumbering and manufacturing. If the bars are to be kept up to regulate, and where necessary, retard, the dumping of foreign manufactured goods, it is right that they should be kept up to regulate and to retard the dumping of foreign labor.

But there is reason in all things, so when and where it is impossible to secure artisans and workmen for whom there is a pressing need and steady work, it is fair to ask organized labor to either supply the demand or to withdraw opposition to the admission of a sufficient supply of workpeople to meet our need.

In making this suggestion it is not in my mind to flood the Canadian market with cheap foreign labor.

There is no general scarcity of skilled help at present. though in some localities there is need of more help even now, but on the whole the supply seems to be fairly plentiful. But it has happened that valuable business has been lost to Canada because of the inability of some of our manufacturers to secure an adequate supply of skilled help, and it is cases of this kind that capital and labor must work together to strive to take care of. May I commend this suggestion to our friends of the labor unions, and ask them to consider it in a spirit of fairness and friendliness all round.

Our Association.

I have taken up a good deal of your time, and so will close with a passing reference to our Association and to the way we govern ourselves.

From a fairly long acquaintance with and experience in the affairs of the Canadian Manufacturers Association, coupled with an accurate knowledge of the machinery by which it is controlled, I feel sure that its usefulness and effectiveness can be improved by getting back to the simple principles which every one of us employ in the management of our own businesses.

Our present system of having every matter of importance first passed upon by a committee, and then approved by the Council, may ensure thoroughness and breadth of view, if we could always get full committees together whenever their advice is needed, but in practice this cannot be done. Delays therefore are inevitable, for even after a committee has taken action, the Council has still to be consulted; this adds to the delay and aggravates the situation. Furthermore, our Council has in my opinion became unwieldy, because it is now composed of over 150 men, who are expected to come together from all parts of Canada (at their own expense) once a month, to receive the reports of committees and to direct the Association's policy. During the past year, the attendance at our Council meetings has averaged about 40, but even with that number it is too large for the successful transaction of our business.

The time has come when we may safely dispense with a great deal of the red tape that characterizes the governing of our Association.

Our by-laws, framed years ago, were admirably suited to the smaller though lusty organization for which they were designed, but we have since outgrown them.

The additions recently made to our staff have materially lightened the duties of our various committees. Since we have confidence in our officers, let us place more responsibility on them. I do not suggest that the committees should be dispensed with, since there will always be a wide field of usefulness for them in directing lines of investigation, and in the general supervision of our policies. But as at present constituted, our committees are at times a clog to the despatch of business, and so we must cast about for a remedy.

The remedy is to be found in the appointment of a small board of governors or directors, to be convened whenever necessity arises. Any travelling expenses they incur in transacting the business of the Association should be paid out of the general funds. This board should be clothed with most of the powers at present vested in our Executive Council, and the officers of the various departments should report direct to the Board.

This Board should have discretion to state the views and voice the attitude of the Association on all ordinary matters coming before them, reserving for the Council, at quarterly meetings, all questions which involve a change of policy or upon which a difference of opinion exists or is likely to arise.

The advantages of such an arrangement must be apparent, so before this annual meeting adjourns on Thursday, I hope the matter will be fully discussed and action taken thereon.

The Ottawa Valley Branch.

It would have been most gratifying to me if my term as President of the Association had been marked, as I sincerely wished it to be marked, by the creation and establishment of a Branch of the Association in Ottawa for the whole Ottawa Valley.

Obviously I cannot urge this from the chair, but I can ask the members from Ottawa and the Ottawa Valley to press hard for a Branch at Ottawa. Look at Halifax, Quebec, Hamilton, St. Catharines and other places.

Let me tell my people from Ottawa that I have the promise, the firm promise, of the Vice-President, also the promise of many members from Montreal, Toronto, Winnipeg, Hamilton, Brantford, Vancouver, and the other big cities, to help us.

Wherefore, why not Ottawa?

It has been my good fortune to serve for a long time on the Executive Council, to have attended many Annual Meetings, to have been two years your Vice-President, and to have occupied the high office of President of this splendid Association since September of last year.

Thus you may know that special opportunities have been given me to judge of the work done by our Council, by our Standing Committees, by our Special Committees, at our Branches, in the different parts of Canada which I visit frequently. I am also well informed of the hard work done by our Secretary and his assistants, and by the Managers of our various Departments.

We have a splendid organization, well officered throughout, so no President can take much credit personally for what is done year by year.

As your retiring President I take leave to tell you that some of our officers are underpaid, some overworked. I know what that means, for I've always been underpaid, always overworked, and so I sympathize with those who suffer as I have suffered, and I sincerely hope that anyone who has been overlooked in this way will be attended to by the proper committee, assisted by the new President and Vice-President.

To the new President, Mr. Nathaniel Curry, a brother Bluenose, whom you have very properly honored by giving him a unanimous call by acclamation to be your head—to Mr. Curry I extend hearty greetings and every good wish for a smooth path along a rugged way, and close by returning to every one of you, member, manager, officer and staff, my cordial, hearty thanks for the support and backing, the courtesy and kindness that has been so generously bestowed upon me during my tenure of office, as

Your willing servant,

W. H. Rowley,
President.

The address was greeted with prolonged applause.

Mr. Curry.—Mr. President, I wish to congratulate you on the very able address you have just given and to thank you for the very earnest work you have done for the Association during your Presidential year. I also wish to apologize to you for the very little help that you have received from me. The only excuse I can offer is that I was particularly busy with new Companies and all that sort of thing, but perhaps that excuse may be satisfactory to you and some of the others when I state I was endeavoring to build up new industries that would mean about $8,000,000 of manufactures in Canada that have heretofore been imported, and that meant the purchasing of goods from the rest of you to the extent of four or five million dollars. (Applause.) I was also very deeply moved and deeply interested in this Reciprocity question, and I can say to the President that not on political grounds at all I was bitterly opposed to Reciprocity; and had Mr. Borden come out and had the policies been reversed, and had Mr. Borden taken the other side of the question and said, "We must have Reciprocity with the United States," I would have gone on fighting just as bitterly against him as I did against the other side. I thought at one time perhaps I was going too far in proposing a placard in our works, and I thought I would see how the President felt on the matter, and I wrote him a letter that I proposed to put up a placard in our works that this Company is opposed to Reciprocity because we believe it will injure our British connections, our Canadian railways, our Canadian shipping ports and Canadian home markets, and I asked him if he thought I would be over-

stepping the bounds in doing that. I wanted to know where he stood and if he was doing anything similar. He wrote back to say that the E. B. Eddy Company and every man, woman and child connected with it, together with their sisters and cousins and aunts, know that this Company is bitterly opposed to Reciprocity, has been from the beginning, and will be to the end. I thought then I was justified in placarding.

Now, gentlemen, I would ask you all to rise and give three cheers for our President.

The members rose, and after cheers were given, joined in singing "For He's a Jolly Good Fellow."

The President.—Mr. Curry and gentlemen, I am very much obliged to you for the kind words you have said about the address. I am also very much obliged to you gentlemen that you will on Thursday relieve me of this onerous position. Some of you may smile, but I can tell you that the man who sits in this chair and has the Presidency and conduct of this Association, and has to be responsible for it, has no easy task. You will next year have a very much better man.

The meeting is now adjourned to half-past ten to-morrow morning.

SECOND DAY

Morning Session

Wednesday, October 11th, 1911.

At 10.30 a.m. the President called the Convention to order and asked the Secretary to read his Report.

REPORT OF THE SECRETARY

To the President and Members of the Canadian Manufacturers Association:

It gives me pleasure to submit for your consideration my fifth Annual Report as Secretary of your organization.

Following the practice of former years, I shall refrain from discussing what is so fully covered in the reports of the standing committees. A summary of their outstanding features might serve to emphasize the wide scope of the Association's work, and to accentuate its usefulness, but my time is limited, and I prefer that you should form your own impressions as the record of achievement is unfolded.

In general, however, let me say that the year has been one of continued activity and progress. In the problems presented there has been no lack of opportunity for aggressive work along lines that gave promise of beneficial results to the membership at large, nor has there been any cause to complain of members failing to take advantage of that personal service which we always pride ourselves on being able to afford. Indeed the tendency for members to utilize the Association's departments for procuring information and for adjusting difficulties seems to increase as time goes by. The calls of this kind that have been made upon your staff during the past year have been more numerous than ever before. Happily in the majority of cases we have been able to act promptly and satisfactorily, thereby earning for ourselves the gratitude of those who have been served.

I mention this fact because of the additional strength it lends our organization. Personally I never care to hold out the prospect of direct and individual service to a manufacturer as an inducement for him to join or remain a member of our Association. I much prefer that he should take a broader view of the question and give his support, because of the general benefits which he derives from our activity in the way of safer and saner legislation, protection from aggression of all kinds, and the greater stability which we are able to give to business conditions. But the holding power of personal service is very great, and the ever widening field in which we are exercising that power enables us to look forward with additional confidence to the future, feeling sure that from those who have benefited, funds will always be forthcoming to enable us to carry on our work.

Under arrangement with the Executive Council your Secretary was absent for a considerable portion of the year in connection with the work of the Royal Commission on Industrial Training and Technical Education. During my absence the duties of my office were looked after by your Assistant Secretary, Mr. Scully, to whose ability and capacity for work you are largely indebted for the successful way in which the affairs of the Association have been administered.

It is a pleasure for me also to testify to the loyal service that has been rendered by all the other members of your staff. They have never spared themselves to advance your interests, but have at all times given you the best that was in them. I have no hesitation in stating that their work merits recognition, and I hope that it will not be withheld when the proper time comes.

But in presenting this report I wish to do something more than talk in generalities and pay compliments. I wish to invite your attention to certain conditions and tendencies that are noticeable in our work, regarding which it is desirable for us to take action. I also wish to speak of future needs and to suggest some means whereby they may be met.

And first of all, let me make bold to say that I think the Association has become top-heavy with too much system. It has fallen into the habit of deferring too much to its standing committees, and reserving for their approval matters with which departmental officers are, or ought to be, fully competent to deal. When the Association was younger and smaller than it is to-day, it was no doubt desirable for it to do as much of its work as possible through committees. Lines of policy were not then very definitely shaped, and as long as they were in the formative stage, they needed careful watching. It is not so many years ago that your entire staff consisted of a Secretary, a stenographer and an office boy. There was naturally a limit to what they could do, and some help from committees was absolutely necessary if the numerous matters calling for attention were to be disposed of. Furthermore, committees at that stage were valuable as a means of stimulating interest. The organization was young, it needed to have the enthusiasm of its members aroused, and this could best be done by giving as many as possible of them something to do.

But none of these reasons will now apply. Our staff is large and I hope, competent. Among the number are specialists through whom work of a technical character can be undertaken that it was formerly impossible for us to touch. To-day your officers can rely on precedent to guide them in most of the problems with which they are called upon to deal. Support of a kind is not lacking, because the benefits of membership in the Association are now well known, but appointments to Committees are no longer coveted as they used to be, mainly because the work involved has been made uninteresting from too much overloading of routine.

In making this criticism I have no desire to belittle the usefulness of committee work; I do not imagine for one moment that our Association can get along without committees. I think their services should be utilized, however, more for consultation and investigation, and that administrative details should be delegated as much as possible to the departmental officers.

It should also be pointed out that an immense amount of clerical work is necessitated by our present method of procedure, and that much of the time and energy so spent might well be devoted to more useful purposes

Our President referred to this subject in his address yesterday afternoon and suggested certain alterations in our by-laws whereby greater effectiveness might be secured. With his suggestion I most heartily concur, and I hope that this meeting will not adjourn without taking some steps towards simplifying the machinery by which we are governed.

Our Finances.

The money question is one about which for obvious reasons I do not care to say too much. I almost hesitate to speak of it at all in view of the feeling to which expression was given yesterday morning when the membership fees were under discussion. I do feel, however, that, for reasons which I shall presently state, we should seriously consider, first, the raising of a much larger annual revenue, and second, the accumulating of a substantial reserve fund.

Our revenue from membership fees for last year was $35,100; our liquid assets on July 31st last were only $23,400, or about two-thirds of one year's revenue,—and this, too, after forty years in business. At our convention a year ago, provision was made for an increase in the scale of membership fees, but to July 31st this increase netted us only $275. Even when the full effect of the increase is felt it is not expected that our revenue will have been augmented thereby by more than $1,100.

While of course this amount is not to be despised, I think our Association should get into the habit of thinking in larger figures. For an organization of its size, composed as as it is of well-to-do manufacturers, it should be on as sound a basis financially as any organization in the country. As it is, many a labor union from the support given it by its wage-earning members can show a bigger balance to its credit than we can.

This is a condition which really ought not to be. To acknowledge that it exists is a confession of weakness. I happen to know that quite a number of you recognize this fact and want to see something done. Scores of members have spoken to me privately on the subject, claiming that our annual fees are ridiculously low, and that they should be increased to $50, $75 and $100 a year. These gentlemen, of course, speak without a knowledge of the difficulty we in the office experience in retaining many of our smaller members even on the $10 basis, and it may be taken for granted that any such increase in the fee would drive hundreds of members out of the organization. But supposing an advance of this sort were put into effect, and that it were followed by the results I have mentioned, might not our Association be the stronger thereby, in potentiality if not in numbers? True, it could not claim to speak so generally for the manufacturing interests of the country in any representations it might have to make to our Federal or Provincial governments, but a small fighting organization of enthusiastic supporters, who are not afraid to back their contentions liberally with money, will often succeed where a larger organization without such backing will fail.

How it Might be Spent.

But here you will naturally want to know, what is the immediate call for more money? If we are living within our revenue why not be content with that and cross our bridges when we come to them?

It is true that our net revenue from all sources is sufficient to meet our present requirements. Besides our revenue from fees we have been fortunate in developing an asset of considerable value in "Industrial Canada," the profits from which now approximate $6,000 per year. Our income from this source has helped us very materially in making both ends meet. It cannot be regarded as sound finance, however, for an organization like ours to become dependent on incidental revenue which may at any time be cut off. A little consideration will, I think, convince everyone of you that we should bring our revenue from membership fees up to a point where it will not only meet all our requirements, but will enable us as well to add yearly to our rest account. More than this, our revenue from this source should be on an increasing scale so that as new opportunities for useful service present themselves the way would be clear for immediate action.

And such opportunities, believe me, are presenting themselves constantly. Hardly a month passes which does not



MR. G. M. MURRAY

General Secretary Canadian Manufacturers Association

bring to light some cause wherein the Association might act with profit to its members and credit to itself.

To begin with, the thorough and systematic advocacy of "Made in Canada" principles opens up vast opportunities for usefulness, and work of this kind should be subsidized most liberally by our Association. The present is an exceedingly opportune time to engage in this line of effort, for sentiment throughout the country is most favorable to it. We might well have in our employ an officer whose duty it would be to watch important contracts, and to see to it that as far as possible the business rising out of them was kept in Canadian channels. From the discussion which took place yesterday it might be inferred that such a move would be favored by this meeting, but your Finance Committee would at once be confronted with the difficulty—where is the money to come from?

Another activity in which we might well engage ourselves is suggested by the fact that the Technical Education Commission will soon be reporting. That report will place at

the disposal of our provinces and municipalities a vast fund of useful information, but it is improbable that it will go so far as to suggest the type of instruction and equipment best suited to individual localities. It is conceivable, having regard to the beneficial effect on industry in general, that our Association might desire to contribute to the cause of technical education to the extent of engaging an expert who, after a study of the industries in any given place, would advise with the manufacturers there as to the kind of school and course of instruction best calculated to meet their requirements. With a bigger revenue we could do this. It is a work that will have to be done by some organization or by some authority, for without such assistance and advice much time and money will be wasted in getting this important movement started. Under present circumstances, however, it is out of the question.

Workmen's compensation is another subject which opens up wide possibilities for useful work. Our manufacturers, our working people and our legislators need to be better educated to the evils of the present system of liability insurance, and the desirability of substituting therefor some plan of accident insurance. The lecture to which we had the pleasure of listening last night might with advantage be delivered under Association auspices in every important industrial centre in Canada. But again, where would the money come from?

To provide the form of accident insurance which has proved so satisfactory in Germany it might be deemed wise to organize a mutual insurance company from among our members. In other countries, co-operative effort along this line, accompanied as it has been by rigid inspection, the installation of prevention devices and prompt medical attendance, has furnished the best kind of insurance at the lowest possible rates, and there is no reason why similar advantages might not ensue to the manufacturers of Canada if they too would co-operate. But it takes money to start a movement of this kind, and under present conditions our Association is not in a position to undertake it.

I have long cherished the hope that some day we would see the Association actively promoting the cause of industrial betterment. Welfare work has passed the experimental stage; it is no longer a fad. Those manufacturers who have stuck to it with patience and persistence tell me that it is the best paying investment they have ever made and the surprising thing about it is that even small expenditures, judiciously made, will often yield great results. But how will our manufacturers ever know unless they be told, and how will they be told unless someone be sent? Again we are brought face to face with the same old trouble—lack of money.

But even were we to stick to our present programme of work, we could render much more valuable service by enlarging the staff and adding to the equipment.

Our Transportation Department is hampered through lack of help. The Manager of that Department should be supplied with a rate clerk. His time is too valuable to be taken up with routine work of the kind he frequently has to turn his attention to. Furthermore it is highly desirable that during his frequent absences from the city there should be someone in the office competent to furnish the technical information which his department is being constantly asked to supply. Understudies to Departmental Managers are very desirable for a big organization like ours. Past experience has taught us that we cannot expect to hold good men forever and it is bad business therefore to allow ourselves to become too dependent upon them.

The facilities of our Commercial Intelligence Bureau should be extended and improved. Our office library should be replete with directories, blue books, year books, almanacs and works of reference of every kind. The requests for miscellaneous information keep steadily increasing in number, and I believe we might make the service far more comprehensive and valuable than it is. I would like to be able to detail one clerk to give his whole time to this work. At present it is not sufficiently departmentalized, and the results are unsatisfactory in consequence.

The filing and indexing of our correspondence should also be systematized and specialized. To do this work properly, in the way I would like to see it done, we should have more help, more room and more furniture.

But there is no need to go any further. The examples I have cited are only a few out of scores that might be given to illustrate the possibilities for useful service which still lie ahead of our Association. With another $15,000 or $20,000 a year we could add tremendously to our efficiency and to our prestige, but unless some means is devised of securing a substantial addition to our revenue we must content ourselves to remain pretty much as we are. I trust you gentlemen will remember, however, that when an organization becomes satisfied with itself it usually begins to deteriorate.

In so far as our needs can be met from the fees of a larger membership the remedy is easy of application. Even the comparatively few who are here present could, if they made up their minds to it, add 500 to our roll during the coming year. The successful campaigns that have been organized by boards of trade and by the Y.M.C.A., convince me that great things could also be done for this Association if members would only throw themselves into the cause with the same enthusiasm that the workers for other organizations have shown. It is my intention to suggest a plan of campaign to the incoming committee that will produce some such results. In the execution of it it will probably be necessary to call on most of you personally for assistance. When the call comes I hope it will be cheerfully met. But please do not wait to be asked. Scan the list of Canadian manufacturers with whom you do business and see to it that everyone of them is brought in to the fold. Look about among your neighbors and see that they are helping along the cause by which they are benefited. This is not a favor the office asks of you; it is a matter which each and everyone should look upon in the light of a duty, and it is only when that view is properly inculcated that our organization will be dominated by the spirit which will carry it to victory in everything it undertakes.

Possibly it may seem to you that these suggestions from your Secretary are not exactly in order. Certainly there is very little in them to justify me in calling this paper a report. I feel strongly, however, that in advancing these ideas I am acting in the best interests of the Association and I am hopeful that you will see it in that light.

I do not necessarily advocate that we should immediately enter upon any of the activities herein mentioned. My object has rather been to widen our outlook and to show that we have not yet reached, by any means, the limit of our possibilities. I should much prefer to have you believe that our Association is still only in its infancy so far as development is concerned, for with such a feeling firmly rooted I know that we need have no fear of the future.

Respectfully submitted,

G. M. MURRAY,
Secretary.

The President.—Gentlemen, we have listened with a good deal of interest to this Report. I think the Secretary was quite right in saying it was not exactly a Report, it was a criticism, and I hope that you have all been interested in what he has said to such an extent that you will do what he has clearly pointed out is the duty of every member of this Association. I am not going to say much about this Report

at this time, I shall take another opportunity, but I do hope that if there is anyone here that has anything to say about the Report now while we are all here together he will state it in this business meeting. I think that it is a very splendid Report, and I congratulate you, Mr. Murray, on the way you have presented it. You must remember that Mr. Murray is a hard-working man, and you can see from this Report that it was written probably after midnight last night. Anyhow what there is of it is full of meat, and I hope it will have the effect of producing earnest and hard work in support of the staff and in the interests of the Association.

Mr. Sherrard.—I would like to ask if the administrative changes which Mr. Murray suggests are possible? Can this meeting make those changes? Personally I approve of them.

Mr. Murray.—Just to answer the question which Mr. Sherrard has put let me state that changes in the by-laws can only be made after notice of motion has been given and sent to all members of the Association. It was my hope that this subject might perhaps be discussed in the form of a resolution to come before this meeting to-morrow morning in the Report of the Committee on Resolutions and Nominations, fortified by an expression of opinion from this meeting. One of our Committees could, no doubt, draft such changes in the by-laws as would meet your views, and a special meeting of the Association might sometime be called concurrently with the Executive Council to ratify these changes and to put them into effect.

Print Report.

Mr. Henderson (Windsor).—Mr. President and gentlemen, this is a most comprehensive Report, but I don't know that it would be possible for this body at this time to discuss it intelligently. It is a Report that deserves a great deal of consideration. There is only one copy of it. I think such a valuable document ought to be printed and circulated amongst the members, but what I suggest is that a small Committee be appointed by the President to take this Report and to bring in recommendations based on it to the meeting to-morrow. In that way it will save a great deal of time. It would be given full consideration and the meeting to-morrow could decide on what action should be taken. I do think it is a most valuable document. I do think many of the recommendations are invaluable, but as I said before it is utterly impossible at this time to discuss it intelligently.

The President.—I thought that before Mr. Sherrard sat down he would have given notice that he intended to bring a motion before the Committee on resolutions covering what he has said and what Mr. Henderson, of Windsor, has backed up. It is just a question whether we should bring this up in the way that Mr. Murray suggests or do as Mr. Henderson suggests.

Mr. Henderson.—I will move that a small Committee be appointed by the President to do as I have stated.

Mr. Sherrard.—I shall be very glad to second that.

The President.—I am quite ready to appoint a Committee if it is decided by the meeting, but whether or not that is the best plan it seems to me it is for this meeting to decide; Whether the suggestion of the man who wrote the Report should be carried out or whether the suggestion of the men who have just heard it and have not quite fully digested it should be carried out it would be for the meeting to say.

Have Committee Consider Changes.

Mr. Russell.—Mr. President, I would like to suggest that a little more time be given to the consideration of an important matter like the change of our Constitution and a change of the method of government of the Association than is possible between now and the meeting of the Resolutions Committee to-morrow. The growth of this Association in the last ten years has been phenomenal; the position it occupies in the country and the confidence and co-operation that exists among the members are something that is most unique in commercial organizations throughout the world. That has been got under the present organization, and I feel changes in that organization want to be very carefully considered. At the same time it does not always do to let well enough alone, and when men like the President of the Association and the Secretary of the Association, who are devoting so much of their attention to it, think that the time has arrived when we should consider some new method of administration there must be something in it. I was going to suggest that either the President appoint a Committee or, so that we would be sure of men who had grown up in Association work, who were familiar with its method of organization, that the President, the first Vice-President and Past Presidents of the Association form a Committee to look into the method of organization and administration of the Association's affairs,



MR. J. P. EDWARDS

(Londonderry Iron & Mining Co., Limited)

Vice-President for Nova Scotia

and report to the Executive Council any recommendations as to changes in the Constitution. It will really only differ from the other resolution in giving a little more time to prepare their recommendations, and I would move that as an amendment.

Mr. McNaught.—I want to say a word in furtherance of what Mr. Russell has given voice to. I think this Report is revolutionary to a very large extent, and while I believe that probably we can make great advances to the advantage of the Association generally I think we ought to go slow; I think we ought to be sure of our ground before we make any changes. Therefore I am very strongly in favor of the amendment Mr. Russell has made to the motion, that is, that the Committee to be appointed at this meeting should take this whole matter under consideration and report to the Executive Council at a later date. I believe you have got to go ahead or go back. I am sure we don't want to go back,

but we want to go ahead. The record of the business of the Association is one that any Association might be proud of. I think we are indebted very largely for this progress to the officers we have had, the splendid work these gentlemen have done and the devoted way in which they have discharged their duties without regard either to their own health or the sacrifice of their time; but with all deference to those ideas I still have the view that what has made this Association strong and made it grow is its democratic formation; it is because every member in the Association practically takes an interest in the work; and while I am quite in sympathy with the views of the Secretary that we should examine into and advance in this matter, if we possibly can, I think we should do so in a way that would lead us to make no mistake in the matter at all. Therefore, I have great pleasure in seconding Mr. Russell's amendment to the motion.

The President.—There is no motion actually before the house yet.

Mr. Gourlay.—I rise to support the amendment on the ground that whilst the recommendations in the Report may be exceedingly desirable and may ultimately be adopted by a Committee, yet the gathering to-day only represents perhaps ten or twelve per cent. of the entire membership, and changes that are radical ought at least to come before every member so that they can get an opportunity to consider them, and if they think wise, present their views to whatever Committee is appointed to consider the matter.

Mr. Cockshutt.—I agree very heartily with Mr. Russell's suggestion. I think we want to make haste slowly in this matter. I think it would be wise to consider it very carefully.

The President.—In order to bring this matter properly before the meeting it will be necessary for either Mr. Sherrard or Mr. Russell to put a motion in writing before the meeting. We tried to get on yesterday without having any written motion and the motions were taken down by the Secretary and were not exactly what they ought to be or what was intended because there was so much interruption. We will, therefore, follow the proper procedure, and if a man wants to make a motion he must write it out and hand it in to the chair, and when it is properly seconded it will be placed before the meeting and discussed.

Mr. Kendrey.—Mr. President, it seems to me that the members of this Association ought to have in their hands a copy of that Report read here to-day. No man can vote intelligently unless he knows what is before him. I think it ought to be distributed here and let us have a chance to discuss it afterwards; and so far as Mr. Henderson's motion is concerned I quite agree with him that we put it in the hands of a Committee. By distributing this Report we will be able to vote intelligently upon this question.

The President.—You will understand that it was impossible to have it printed because it was only written last night.

Mr. Kendrey.—Possibly a lot of people didn't hear the Report read.

The President.—Is it the pleasure of this meeting that this Report should be laid over for further discussion until it can be printed? (No response).

You don't seem to be in favor of that.

Mr. Waddie.—Would it not be possible to have that Report printed to-day so that we will have it in our hands to-morrow?

The President.—I should think so.

Mr. Phillips.—I don't think we ought to discuss that in this Convention. I think the appointment of the Committee is the very best thing.

The President.—I quite agree with you. It is moved by Mr. Russell, seconded by Mr. McNaught, that the President, first Vice-President and Past Presidents of the Association be a Committee, with power to add to its numbers, to consider and report to the Executive Council on the changes in the Constitution of the Association suggested in the President's Address and in the Secretary's Report, and that the Address and Report in the meantime be printed and distributed to the members.

Mr. Henderson.—I am quite in favor of that, and I withdraw the original motion.

The President.—Is it your pleasure that Mr. Henderson and Mr. Sherrard be allowed to withdraw their motion?

(Voices.—Yes.)

The President.—You are permitted to withdraw your motion.

The President then put Mr. Russell's motion which, on a vote having been taken, was declared carried.

The President then called upon Mr. Russell to present the Report of the Tariff Committee.

REPORT OF TARIFF COMMITTEE

The following were the principal matters considered by your Tariff Committee during the past year:

Trade Relations with the United States.

Early in the fall of 1910 it was announced that Canada and the United States would hold a further conference, at which an extension of trade relations between the two countries would be considered. About the same time the newspapers reported that the Grain Growers' organizations in the West, who had already expressed their disapproval of the tariff policy of the Government, intended sending a delegation to Ottawa in support of a reciprocal free trade agreement with the United States, which would cover natural products and a large range of manufactured articles. It may be here noted that your Tariff Committee, on learning of the visit of the delegation to Ottawa, considered, in view of the kind treatment extended by the people in the West to the members who had accompanied the different excursions of this Association to that part of the Dominion, that the Association should extend its hospitality to the Western farmers when they came east. (See report of the Reception and Membership Committee.)

Memorial of the Canadian Council of Agriculture.

Representatives of a large number of the farmers' organizations throughout Canada held a convention at Ottawa on the 15th and 16th of December, 1910, and as a result of their deliberations presented the following memorial to the Government:

"1. That we strongly favor reciprocal free trade between Canada and the United States in all horticultural, agricultural and animal products, spraying materials, fertilizers, illuminating, fuel and lubricating oils, cement, fish and lumber.

"2. Reciprocal free trade between the two countries in all agricultural implements, machinery, vehicles, and parts of each of these; and in the event of a favorable arrangement being reached, it be carried into effect through the independent action of the respective governments, rather than by the hard and fast requirements of a treaty.

"3. We also favor the principle of the British Preferential tariff, and urge an immediate lowering of the duties on all British goods to one-half the rates charged under the general tariff schedule, whatever that may be; and that any trade

advantages given to the United States in reciprocal trade relations be extended to Great Britain.

"4. For such further gradual reduction of the remaining preferential tariff as will ensure the establishment of complete free trade between Canada and the Motherland within ten years.

"5. That the farmers of this country are willing to face direct taxation in such form as may be advisable to make up the revenue required under new tariff conditions."

Speakers in support of the memorial denounced the tariff in terms which your Tariff Committee considered should be answered. Accordingly arrangements for an interview were at once made with the Government. On the date selected by the Premier, the 13th of January, 1911, a deputation submitted to the Government and the country a statement setting forth the views of this Association as to closer trade relations between Canada and the United States; also the attitude of this Association towards the present tariff policy of the Dominion. As a copy of the statement was mailed to each member of the Association, it will suffice to quote only the different points covered by it:

Points Covered in Statement Presented by this Association to the Government.

1. The United States being a large exporting country, this was an inopportune time to negotiate a Reciprocity Treaty with it.

2. Canadian industries would suffer if further competition was allowed from the highly specialized factories of the United States

3. United States customs requirements and regulations, such as consular certificates, etc., were trade barriers not imposed upon United States shippers to Canada.

4. The adoption of a Reciprocity Treaty with the United States would restrict the investment in Canada of British and European capital.

5. United States manufacturers would discontinue establishing branch factories in Canada if it were not for the tariff.

6. Canada should not throw open her natural resources to the United States.

7. No Reciprocity Treaty should be entered into which would benefit United States transportation lines at the expense of Canadian railways and steamships.

8. The home and Empire markets were the farmers' safest and surest markets.

9. Moderate protection benefited all classes, including the farmer.

10. Larger factory outputs meant reduced prices.

11. The Canadian Manufacturers' Association has no sympathy with combines which unduly enhance prices.

12. Re-affirmed Halifax Convention Resolution respecting British Preference, which was as follows:

"While the tariff should primarily be framed for Canadian interests, it should, nevertheless, give a substantial preference to the Mother Country, and also to any other part of the British Empire with which reciprocal preferential trade can be arranged, recognizing always that under any conditions the minimum tariff must afford adequate protection to all Canadian producers."

13. The Canadian Manufacturers' Association is opposed to any tariff reductions or treaties of trade which would unsettle Canada's prosperity.

The Premier, on behalf of the Government, replied in part as follows:

"The Government think that it is possible—it may be possible—to have some measure of reciprocal trade with our neighbors, without injuring the farmers who have asked for it or the manufacturers who are opposed to it. . . . We are opposed to completing any arrangements which would in any way unsettle 'the prosperous conditions which now obtain.' There is one thing, I think, in which this Government can take some pride, and that is that we have been very, very careful, even when we had to reform, not to disturb the conditions then prevailing in relation to the manufacturing interests of the country. When we came into office pledged to reform the tariff, in carrying out that reform we were very careful not to disturb the conditions. And I may say that, in my humble judgment, the best reform can be accomplished in such a manner as to do quite as much harm as good. It is, therefore, the part of a good Government, while it carries out reforms which are necessary, not to make reforms in such a manner as to bring about revolution, but rather to help along evolution."

In this connection it may be stated that at the time the members of this Association had their interview with the Government, the Hon. Mr. Fielding, Minister of Finance, and the



MR. T. A. RUSSELL

(Russell Motor Car Company, Limited.)

Chairman Tariff Committee, 1910-1911

Hon. Mr. Paterson, Minister of Customs, were holding a conference at Washington with the President of the United States and the Secretary of State.

Result of the Conference.

It was agreed by the representatives of the governments of the two countries that the result of the negotiations should not take the form of a treaty, but that each Government should use its utmost efforts to bring about the tariff changes by concurrent legislation at Washington and Ottawa. Therefore, on the 26th of January, 1911, simultaneously with the sending of a message to the United States Congress by the President, the Hon. Mr. Fielding, Minister of Finance, announced to the Parliament of Canada the conclusions arrived at.

Statement by Association.

Your Tariff Committee, after very careful consideration of the Agreement, recommended the following statement should be issued as the views of this Association:

"The proposed reciprocal trade agreement between Canada and the United States which the Government has introduced has occasioned no little surprise to the Canadian Manufacturers' Association, first, because there had been no general discussion of a measure so revolutionary in character, and second, because of the importance which the present Government has hitherto attached to stability of the tariff, and their avoidance of any change except after careful investigation by a special tariff commission. Under the circumstances an expression of the Association's opinion seems to be called for.

"In our consideration of the agreement we have endeavored to look upon it as it affects the country as a whole in its possible relation to our future destiny.

"As manufacturers we have hesitated to express opinions on an agreement which in its present scope does not directly affect very many manufacturing industries, but which deals with a large range of natural and agricultural products. Gladly would we join in support of such an agreement if we felt that the anticipated benefits could be depended upon to follow, and if in obtaining them we were sure Canada was not making sacrifices which as a nation she might regret in the years that are to come.

"Recognizing, then, that an arrangement such as is proposed, while bringing advantages in some cases, will unquestionably work injury in others, we believe that as a whole it is not in the best interests of our country.

"Our widely scattered territory, with its diversified interests, requires the strengthening of every national tie to build us up as a strong and united people.

"The proposed agreement looks towards dependence upon the markets of the United States rather than towards the expansion of our home market, which for years has demonstrated its ability to consume over 80 per cent. of all the farm produce we raise.

"It would divert a large measure of trade north and south which now goes east and west and west and east between the sister Provinces, and so help to build up United States cities, ports and transportation routes by directing thither the trade now carried through our own channels.

"But apart from all these considerations of wealth or material advantage, we feel that the substitution of intercourse with the United States in place of the intercourse which now obtains between our own provinces as well as with the Mother Country and the sister colonies, and the placing of ourselves under obligations to the United States in such a way as to prevent free and independent action on our part regarding questions of public policy, mean the beginning of a condition which will extend, and which the United States will do all possible to extend, until our very existence as a separate nation is threatened.

"On this, the broadest of all national grounds, we feel that it is in the interests of our country as a whole that this measure should not pass, but that we should go on developing our natural resources and expanding our inter-provincial trade as we have for the past decade without any entangling tariff agreement with our neighbor to the south."

This recommendation was considered by the Executive Council of the Association at its regular meeting on 16th February, 1911, and adopted.

Other commercial organizations throughout the country passed similar resolutions.

Abrogation of Dumping Clause.

Your Tariff Committee discovered later that should the Reciprocity Agreement become law all articles imported under the terms of the Agreement would be exempt from the provisions of the dumping clause of the Tariff. A circular was sent to all members of the Association advising them that the partial repeal of the dumping clause would mean that exporters in the United States of the articles enumerated in the Agreement would once more be able to use Canada as a dumping ground for their surplus production, unless Section 6 of the Tariff Act was amended and made a "penalty" clause for selling goods at an undervaluation, instead of a "special duty" clause.

Agreement before Parliament.

The Government, desirous of carrying out the pledge given to the United States, endeavored to force the measure through Parliament, while on the other hand the Opposition maintained with equal determination that the Agreement should not become law without the approval of the people. As the members of the Association are sufficiently acquainted with the result that followed, further comment from your Tariff Committee would seem to be unnecessary.

Addresses.

Addresses were given on "Reciprocity," by Sir George W. Ross, K.C.M.G., before the Toronto Board of Trade, and on "The Grain Growers and the Manufacturers," by Mr. T. A. Russell, before the Canadian Club. Owing to the numerous demands from members of the Association for copies of these addresses, the Tariff Committee requested INDUSTRIAL CANADA to have them printed.

Treaty with Japan.

Bill No. 224.

His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:

1. No other or higher duties shall be imposed on the importations into Canada of any article, the produce or manufacture of the dominions and possessions of His Majesty the Emperor of Japan, from whatever place arriving, than are imposed on the like article produced or manufactured in any other foreign country when imported into Canada; and, subject otherwise to the provisions of The Customs Tariff, 1907, and of The Customs Act and of this Act, there shall be levied, collected and paid upon all goods or articles the produce or manufacture of the said dominions and possessions, when imported into Canada or taken out of warehouse for consumption therein, the minimum rates of duties of customs for the time being levied upon the like articles when imported from any other foreign country.

2. No prohibition shall be maintained or imposed on the importation into Canada of any article the produce or manufacture of the dominions and possessions aforesaid, from whatever place arriving, which shall not equally extend to the importation of the like article the produce or manufacture of any other country, provided however that this section shall not be applicable to the sanitary or other prohibitions occasioned by necessity of protecting the safety of persons, or of cattle, or of plants useful to agriculture.

3. This Act shall not be brought into force unless and until the Governor in Council is satisfied that no other or higher duties are or will be imposed, and that no prohibitions are or will be maintained or imposed, so long as this Act remains in operation, on the importation into the dominions and possessions of His Majesty the Emperor of Japan, of any article the produce or manufacture of Canada, from whatever place arriving, than are imposed, or maintained or imposed, respectively, on the like article produced or manufactured in any foreign country on its importation into the said dominions and possessions; but nothing in this section shall be applicable to the sanitary or other prohibitions occasioned by the necessity of protecting the safety of persons, or of cattle, or of plants useful to agriculture.

4. This Act shall come into force upon such date as is fixed by an order in council published in *The Canada Gazette*, and shall remain in force for a period not exceeding two years from the seventeenth day of July, one thousand nine hundred and eleven.

Under an Order-in-Council passed on the 13th of July, 1911, this Act came into force.

According to this Agreement Japanese products will be entitled to entry into Canada under the terms of the French Treaty.

Since the Treaty became law Japan has entered into trade arrangements with Great Britain, Germany, Sweden, Norway, Italy, Belgium, Holland, Denmark, Austria-Hungary and Switzerland.

It is expected copies of these customs conventions will be received by the Tariff Department within a few days, and should Canadian industries be affected they will be advised regarding same.

Canadian Navy.

The conditions of contract state that the hulls of the vessels, the propelling engines, and the boilers must be built in a ship yard established in Canada, and the materials and machinery used in the construction and equipment of these vessels must be of Canadian manufacture, when possible, and in any case must be manufactured within the British Empire.

Customs Orders-in-Council and Tariff Decisions.

The Tariff Department has kept closely in touch with Customs matters at Ottawa and during the year has been advised regarding Orders-in-Council, Board of Customs declarations and departmental decisions, which will be found in Appendix "A," all of which have received the consideration of your Tariff Committee.

The members of the Association who were affected by the Tariff changes and decisions were written to, and in addition full announcement was made from time to time in INDUSTRIAL CANADA.

Miscellaneous.

Many other matters, some of which were of an individual character, such as the settlement of applications for refund of duty incorrectly paid, etc., have engaged the attention of the Tariff Department.

During the year a large number of cases pertaining to the importation of goods at export or dump prices were investigated with satisfactory results. Owing to the conditions of trade which now prevail in the United States, the Committee desires to again call the attention of the members of this Association to the fact that under the provisions of the Customs Act the value for duty of goods imported into Canada is the fair market value as sold for home consumption in the principal markets of the country whence and at the time they are exported directly to Canada. In cases where business is lost owing to unfair competition from other countries, the facts should be reported fully in confidence to the Manager of the Tariff Department, who will give them his personal attention.

In conclusion, your Committee desires to note that it is the intention of the new Government to appoint a permanent Tariff Commission. As there are many inconsistencies and inequalities in the Tariff which should be rectified, the members of this Association are requested to render the Commission every possible assistance in order that a scientific tariff may be obtained.

Respectfully submitted.

G. M. MURRAY, *Secretary.* T. A. RUSSELL, *Chairman.*

R. W. BREADNER, *Manager Tariff Department.*

APPENDIX "A."

Orders-in-Council.

Re-Rolled Steel Rails. His Excellency-in-Council being satisfied that a mill has been established in Canada adapted and equipped for re-rolling in substantial quantities rails used in railway tracks, weighing not less than 56 pounds per lineal yard when re-rolled, is pleased to order, and it is hereby ordered, that the Customs duties specified in item 388*a* of the Customs Tariff, 1907, shall be abolished upon publication of this Order-in-Council in the *Canada Gazette*, and thereupon all such rails when imported shall be subject to such duty as otherwise provided in the Customs Tariff.

1. The following articles used as materials in Canadian manufactures have been transferred to the list of goods which may be imported into Canada free of duty of Customs:

(*a*) Articles of metal for use in the manufacture of cream separator parts, when imported by manufacturers of such parts.



MR. R. W. BREADNER
Manager Tariff Department C. M. A.

(*b*) Skelp iron or steel, sheared or rolled in grooves, not over four and three-quarter inches in width, when imported by manufacturers for use only in their own factories in the manufacture of tubes of rolled iron or steel, not joined or welded, not more than one and one-half inches in diameter.

(*c*) Paper and materials of paper, gutta percha and imitation rubber, when imported by manufacturers of music rolls for piano players for use only in the manufacture of such music rolls in their own factories.

(*d*) Crude cotton seed oil, when imported by manufacturers of refined cotton seed oil for use only in their own factories in the manufacture of such refined cotton seed oil.

2. The following articles used as materials in Canadian manufactures shall be subject to the following reduced duties of Customs, viz.:

(*a*) Olives in brine, not bottled, to be used in the manufacture of pickles, when imported by manufacturers of such pickles:

Under the British Preferential Tariff... 15% ad valorem.
Under the Intermediate Tariff..... 17½% " "
Under the General Tariff..... 20% " "

(*b*) Yarn of linen or of cotton for use only in the manufacture of measuring tape lines, when imported by the manufacturers of such tape lines—

Under the British Preferential Tariff... 5% ad valorem.
Under the Intermediate Tariff..... 7½% " "
Under the General Tariff..... 10% " "

(*c*) Articles of iron or steel, wholly or in part nickel or electro-plated, when imported by manufacturers for use only in their own factories in the manufacture of bicycles:

Under the British Preferential Tariff... 20% ad valorem.
Under the Intermediate Tariff..... 27½% " "
Under the General Tariff..... 30% " "

Board of Customs Declarations.

Embroideries. White or cream-colored ornaments of lace or of embroidered work, of cotton or linen, not including lace collars, shall be rated for duty under tariff item 526, British Preferential rate, 12½%; French Treaty rate, 17½%; General Tariff rate, 20%.

Leather, coated with material composed principally of linseed oil and colored pigments, has been declared dutiable under the proisvions of item 608, British Preferential rate, 15%; General Tariff rate, 25%.

Machines which require the application of motive power (other than manual power) to set them in operation, should not, as a general rule, be classed as mathematical instruments. Under this ruling water meters composed wholly or in part of iron or steel, and electric meters of all kinds, will be subject to duty under the provisions of item 453 of the tariff, British Preferential rate, 15%; General Tariff rate, 27½%.

Glacier Window Decorations. Paper rendered transparent and having floral designs printed thereon, intended to be pasted on glass to produce the effect of stained glass, has been declared to be dutiable under item 199 of the tariff, British Preferential rate, 22½%; General Tariff rate, 35%.

Glass Shades. Shades made of material similar to stained glass windows for gas or electric lights have been declared to be subject to duty under item 326 of the tariff, British Preferential rate, 20%; General Tariff rate, 32½%.

Wax or Oiled Papers have been declared to be dutiable at the rate of 22½% under the British Preferential Tariff, and 35% under the General Tariff.

Dog Collars. These articles have been declared dutiable under item 612 of the tariff, British Preferential rate, 20%; General Tariff rate, 30%.

Fuel Oil. The following regulations have been issued by the Department of Customs pertaining to the importation of fuel and gas oils:

"Tariff item 267 provides for free entry of Fuel Oil and Gas Oil, while lubricating oils are subject to duty under tariff item 269.

"It is ordered, for the protection of the Revenue, pending further instructions, that:

"Invoices of Fuel Oil and Gas Oil, not crude, shipped for free entry into Canada, shall bear the following certificate signed by the exporter on the face of the invoice, viz.:

"'The oil on this invoice is a fuel oil or gas oil and none of it is fit for use as a lubricating oil. The flash test thereof is under 200 F.'

"Unclarified Petroleum (not crude), .8235 specific gravity or heavier, may be admitted free under Tariff item 267 upon invoice bearing certificate as above, when the oil will flash below 200 Fahrenheit.

"Note.—The above certificate is not required in respect of Crude Petroleum."

Milk Cans, formed from sheet steel, and which are afterwards coated with tin, have been declared dutiable under the provisions of item 454 of the tariff, British Preferential rate, 20%; General Tariff rate, 30%.

Hoods of the materials enumerated in item 639, in order to be free must be unfinished hoods. If finished hoods, but not completed hats, they will be dutiable as hat shapes under item 626 of the tariff, British Preferential rate, 22½%; General Tariff rate, 35%.

Gasoline Tractors, motor vehicles, have been declared dutiable under the terms of item 438 of the tariff, British Preferential rate, 22½%; General Tariff rate, 35%.

Departmental Decisions.

Knitting Machinery. Importations of knitting machines are to be classified for Customs purposes as follows:

Tariff Item 468: Spring Needle Knitting Machines; Flat or Parallel Bed Knitting Machines; Circular Racking Machines; Pine Apple Toque, or Sweater Machines; Full Automatic Hosiery Machines; Cloth Turning Machines, and Nappers.

Tariff Item 453: All ordinary Circular Latch Needle Knitting Machines up to eight inches in diameter, as used in the production of plain-ribbed, honey-combed, tucked or half cardigan and full cardigan work, loopers of all kinds up to sixteen point, semi-automatic hosiery machines, hand hosiery machines, point loopers and other knitting machines as used by glove manufacturers, cylinders and dials of all classes and sizes suitable for use on all kinds of circular latch needle knitting machines.

Weaving Machinery. The following machines, specially adapted for use in the manufacture of textile fabrics, are to be rated for duty under the provisions of item 453 of the tariff, as being of a class or kind made in Canada, British Preferential rate, 15%; General Tariff rate, 27½%: Shake Willow or Wool Waste Duster, Duster Willow (other than self-delivery machines), Rag Dusters, Warping Machines, Wool Opener and Mixer, Soaping and Wringing Machines, Galashiels Fulling Mills, Kicker Fulling Mills, Cloth Washers, Cloth Dyeing Machines, Drum Spool Winders and Pressure Drum Spool Winders, Yarn Reel with counting motion, except for cotton, Deal Spindle Spooler and Bobbin Stand, Card Creels, Spooling and Doubling Machines, Ring Twisters, except for cotton.

Ring Twisters and Yarn Reels for the twisting of cotton yarn may be entered under tariff item 468 as being of a class or kind not made in Canada, British Preferential and General Tariff rates, 10%.

Cocoanut Oil, when imported by manufacturers of soap upon declaration that such oil is not edible and shall be used only in the manufacture of soap, free under tariff item 278.

Olive Oil Emulsion, being substantially olive oil, has been ruled to be dutiable under tariff item 262, General Tariff rate, 20%.

Asphaltum Oil used for roofing purposes has been rated for duty under tariff item 711, British Preferential rate, 15%; General Tariff rate, 17½%.

Drums containing Silicate of Soda, free under tariff item 710, conditional upon exportation when empty.

Tanolin, a chemical compound composed of two or more salts soluble in water, used in tanning chrome leather, free under tariff item 203.

Saponified Red Oil, a recovered oil, has been ruled to be dutiable under tariff item 711, British Preferential rate, 15%; General Tariff rate, 17½%.

Wooden Bobbins will not in future be admitted under tariff item 468. These articles will be subject to duty under item 506, British Preferential rate, 17½%; General Tariff rate, 25%.

Rasps. Clover huller rasps when imported to repair separators may be entered for duty under tariff item 447, General Tariff rate, 20%.

Safety Valves, Iron, for use on boilers, have been ruled to be dutiable under the provisions of tariff item 454, British Preferential rate, 20%; General Tariff rate, 30%.

Creosoted Planks, planed on one side, are considered to be dutiable under tariff item 506, General Tariff rate, 25%.

Rolled Shapes for Plows, weighing not less than 35 pounds per lineal yard, are subject to duty under item 379 of the tariff, British Preferential rate, $2.00 per ton; General Tariff rate, $3.00 per ton.

Brass-covered Iron Tubing for use in manufacturing stays for wind-shields on automobiles, free under item 486*a*.

Crochet Machines are subject to duty under tariff item 453, British Preferential rate, 15%; General Tariff rate, 27½%.

Tram Silk, colored, dutiable under tariff item 711, British Preferential rate, 15%; General Tariff rate, 17½%.

Spun Silk, colored, dutiable under tariff item 579, British Preferential rate, 17½%; General Tariff rate, 25%.

Camera Carrying Cases of leather, are subject to duty under the provisions of tariff item 623, British Preferential rate, 22½%; General Tariff rate, 35%.

Steel Moulds for Pig-Casting Machines, dutiable under tariff item 453, British Preferential rate, 15%; General Tariff rate, 27½%.

Tag Addressing Machines have been ruled to be dutiable under tariff item 442, British Preferential rate, 5%; General Tariff rate, 10%.

Nulomoline has been ruled to be dutiable under tariff item 139, General Tariff rate, 62½c. per 100 pounds.

Fibre Discs are dutiable under tariff item 509, British Preferential rate, 17½%; General Tariff rate, 25%.

Brass Bed Spindles are dutiable under tariff item 352, British Preferential rate, 20%; General Tariff rate, 30%.

Portable Core Ovens have been ruled to be dutiable under tariff item 451, British Preferential rate, 15%; General Tariff rate, 25%.

Castings for use in the manufacture of filter presses for cyanide plants are entitled to free entry under the terms of item 460 of the tariff.

Drawback. On steel bars used in the manufacture of bicycle axles a drawback of 99% of the duty paid will be allowed under the terms of item 1007 of the tariff.

Mr. Russell.—I have very great pleasure in moving the adoption of this Report. I doing so I wish to refer briefly to one or two matters which are mentioned in the Report. First, with regard to the memorial of the Canadian Council of Agriculture. There is no doubt but that there is a wide diversion of opinion between the views of this Association on the question of the fiscal policy and that of the farmers who visited Ottawa. We have to do two things in connection therewith. We have to carry on our campaign of education which has been discussed, and your Tariff Committee felt outside of that great good could be obtained by meeting with the officers of the Farmers' Associations on a personal basis and discussing the problem together on as friendly a basis as possible. Some steps in that direction were taken last spring, but the immense interest in the reciprocity agreement followed by the excitement of the election campaign necessitated the laying over of this programme, but it was the policy of the Tariff Committee, and steps had been taken and a considerable advance made towards a meeting with representatives of some of the western farmers' organizations to thrash out this question together. And I feel sure if that can be done a great deal of good will result.

The memorial to the Government was presented, and I think—I refer particularly to the memorial which was presented before the reciprocity agreement was brought down—that it was a very strong document, and throughout the country it was remarkable during the whole of last year the extent to which the points which were made in this document were used from one end of the country to the other in support of the policy of moderate protection. I also think that the statement of this Association on the reciprocity agreement itself was a strong and dignified statement; there was nothing personal, there was nothing political and nothing unduly biassed, and the reception of it by the public and the extent to which it was copied and afterwards re-affirmed by other Commercial organizations was a splendid tribute to the way in which the Executive Council of this Association dealt with it.

Under the last three items of "Miscellaneous" there are one or two points to be mentioned, first with regard to the dumping into Canada and methods of stopping that. I can't impress upon you too strongly the desirability of taking every advantage that you can of the splendid facilities in the Tariff Department for taking care of any troubles of this



MR. W. K. GEORGE

(Standard Silver Co., Limited)

Chairman Tariff Committee, 1911-1912

kind. The Manager of our Department is not only in touch with the manufacturers, but is thoroughly familiar with every detail of customs work, and he can in the very shortest possible time advise and help you in this regard.

Important Work Ahead.

In connection with the Tariff Commission we feel that there will be a tremendously important work for your Tariff Committee to do next year. The appointment of a Tariff Commission has received the approval of the President of this Association. I think generally it receives the approval of the public, but at the same time there are new problems to be confronted by this Tariff Commission. Usually Commissions

which have been appointed have been appointed for administrative work, for carrying out administration. This Commission has to do an entirely different thing; it has to do not administrative work but law-making work—the actual making of the law; the making of the laws for which the Parliament of Canada will be responsible. The composition of that Tariff Commission and its ability to obtain information, the uses which will be made of that information, whether public or private, and all of that sort of thing is going to be of tremendous importance to the whole of Canada and to the manufacturing interests perhaps especially; and I think it is of tremendous importance that our Tariff Committee for this coming year should be seized with the importance of that and prepare their recommendations accordingly.

The last item with regard to obtaining a scientific tariff is very briefly touched on, and what the Tariff Committee had in mind was largely this: There are in connection with all our businesses often inconsistencies in the tariff; we pay duties on some of our raw materials higher than we have them on our finished product and in many cases these raw materials are not even produced in the country, and there is no element of protection for any Canadian industry and the individual manufacturer cannot always tell whether his raw material is another man's finished product or not; but the intention of the Tariff Committee was that we should appeal to the members of the Association to look over the goods which they purchase and to advise the Tariff Department of the duties on their raw material which seemed out of proportion to their business and in that way we might be able without raising any tariffs, perhaps even by lowering some tariffs, to get, as the President said, actually more tariff protection for the members of the Association. What I bespeak for the Tariff Committee is the frank co-operation of the members because without that the Committee cannot act.

Mr. McNaught.—I have much pleasure in seconding the motion to adopt the Report.

The President.—It has been moved by Mr. Russell, seconded by Mr. McNaught, that the Report which you have just heard read be accepted and adopted. Before putting that motion I expect that there will be an expression of opinion about it and discussions upon it and questions asked. This Report is very important in itself, and beside that the remarks Mr. Russell has given us outside of the printed Report must demand your careful attention and consideration. We have plenty of time before us now and I think we ought to have this Report very fully and freely discussed, and, of course, any questions that are asked about it will be answered either by Mr. Russell or Mr. Breadner.

Mr. Curry.—Mr. President I just wish to express personally and on behalf of the Companies I represent our hearty approval of the work that the Tariff Committee has performed. In our case I know it has been of immense value; and I dare say nearly everybody connected with this Association if they would take the trouble to make use of this Department would get a very great deal of good from it. I don't see that there is very much to discuss in this Report. I imagine we are a unit as to the value of this Committee and as to the value of its Report, and I think also we should be a unit as to giving it the assistance it wants. If it is necessary to employ more on the staff or in any of these other Departments I think that this Convention should sanction that and allow them to have the necessary help for their work.

Mr. Roden.—Mr. Chairman and gentlemen, in congratulating Mr. Russell on the very able Report which he has made and the able administration by that Committee in its work for the year, I desire to make special mention of my appreciation and I believe of a number of gentlemen here of the able way in which Mr. Breadner has conducted that Department. Mr. Breadner is always to be had; he is always courteous, he is always willing and he seems exceedingly able, and the Association is to be congratulated on having a man of his calibre and ability to manage its affairs.

I have always felt that a Tariff Commission would be of immense benefit to the Association. I believe that the Association can receive greater good by having men who are educated and trained to analyze the different features of the necessities of the manufacturer deliberately and without political influence, than it can ever receive by the tariff being made a political football as it has been in the past; and while we might have some trouble, as we will, that is, every interest cannot be served because in many cases they are selfish interests, to suit just their particular desire, at the same time taking it as a whole we naturally get a great deal of benefit from it, and I am glad the President made mention of that because I believe it is a step in the right direction, and I trust that the Reports when they come in will fully endorse that policy. I believe as a whole the Association will considerably benefit by it, and I trust we shall long have the co-operation of Mr. Breadner in that Department.

Should Consult Tariff Committee.

Mr. J. F. Ellis.—I congratulate you, sir, that in your admirable address yesterday afternoon you laid down the policy that should be followed by this Association in reference to the tariff. That policy is a sane policy, and I hope it will be read and scattered broadcast through this Dominion. I feel sure that every fair-minded man will come to the conclusion that the Canadian Manufacturers Association will stand by your recommendation, which I am sure they will, and there will be no kick about the tariff. It will, no doubt, happen during the coming year that a great many manufacturers will appear before the Finance Minister pointing out the grievances they may have. There is no doubt some of the manufacturers have been aggrieved, but I trust before any of them take such steps as to go to the Finance Minister or the Tariff Board at Ottawa they will submit their grievances to the Tariff Committee of this Association, and I hope every manufacturer will understand that until the Tariff Committee of this Association recommends to the Finance Minister a change in the tariff that there is no use in them visiting Ottawa. The Tariff Committee of this Association are capable and will consider very carefully any proposed changes, and before they send them to Ottawa we may feel sure they will be so adjusted that no manufacturer can be aggrieved. If this course is pursued I believe we will have a tariff that will be satisfactory to the great body of manufacturers and also satisfactory to the people at large.

Mr. Henderson (Windsor).—Mr. President, I have listened to this Report with a great deal of interest. Possibly no one has been more interested in the tariff in the last few months than I have been, and I have been brought into personal contact with that Department, and I only want to endorse what has been said by Mr. Roden concerning it. As I say I was brought into close contact with Mr. Breadner, and I think this Association is to be congratulated on having such an officer filling such a position. The Secretary in his Report talked about an increase of fees. He stated some of the members of the Association paid $10 a year with a protest, but I think if the members of the Association, as a whole, consider what has been done by this one Department it is worth not the ten dollars they have been paying, but in many cases ten times ten dollars, and then I think their membership would be cheap at the money.

Deprecates Individual Efforts.

I read with a good deal of satisfaction what was said by the President yesterday regarding the tariff, but I think this

Association ought to take stock of itself; the members of the Association ought to think, not of their individual selves or of their individual businesses, but they ought to think of what is for the benefit of the whole organization. I am afraid in the past such has not been the case. One man has gone down to Ottawa to try to get an increase in protection and another wanted to get the duty cut down on something else. I am afraid we have not been loyal to ourselves. I think the first thing we want to do now is to make a commencement with the new Government, and for this Association to be loyal to the whole body, not to any individual industry. I think if we bear that in mind we will accomplish far more than we have ever accomplished in the past. I quite agree with the suggestion that representations should be made to the Tariff Committee, and that representations at Ottawa be made through the Tariff Committee, but don't, gentlemen, let us do as we have done in the past. Don't let us agree to something with the Tariff Committee and then some of us go down to Ottawa and try to upset the arrangement made. That is what has brought contempt on the organization. There is no use disguising the fact. We want to make up our minds now that we are not going to have anything more of that kind.

You are quite right, the tariff should be kept out of politics, but I would like to know what the tariff is but politics; we are not going to interfere wth it as a political organization at all, but when a great question comes up I think it is perfectly right for this organization to say it is opposed to it. It is useless to say we are going to keep politics out of it. You can't do it. Any government has got to be guided by the exigencies of the time, and there is one thing I would say, we do not want to let the impression go abroad that the Manufacturers Association stands for high tariff. I don't think there is a member here who wants anything of the kind. We simply want to get ordinary protection which will benefit the country and not simply benefit the individuals. If we let that impression go abroad I think it would do away with a good deal of the feeling which now exists in the west. I know there are some free traders among the manufacturers, for what reason I don't know, I am not one, but there is one thing I am just as much opposed to as free trade and that is high tariff. If we can only agree on what is required before the Tariff Committee of this body, then make our representations to Ottawa as I said before, I am sure we will accomplish more than ever has been accomplished by this Association in the past. (Applause).

The President.—Does any other gentleman wish to say anything about this Report?

Work for Tariff Commission.

Mr. McCullough.—In regard to the last paragraph as to a permanent Tariff Commission perhaps it would not be amiss at this stage to anticipate the appointment of that Tariff Commission of experts, and also it may not be amiss to point out the great value that attaches to the investigation of such a Tariff Commission if one or two of these experts were to follow the lead of the Technical Education Commission and visit such countries as Germany and perhaps the United States and perhaps, to see the other side of the shield, to investigate the conditions as they obtain in Great Britain. It seems to me that if such visits were made to these nations that the Commission would come back filled with valuable suggestions and ideas of what a scientific tariff has done in Germany. Such a tariff system would become a system attached, not only to fiscal matters, but to naval matters, to military matters, to technical education, to transportation, and to many other things that affect the body politic. I believe if this Commission, or a member or two of it, were to pay a visit to say Germany, they would come back here better prepared to give Canadians what they wish to get, and that is the best tariff system they can, to be adapted to the needs of this country.

Mr. Roden.—We would like to have a few words from Mr. Breadner.

Mr. Breadner.—Mr. President and gentlemen, it has not been the custom in the past for the Officers or the Managers of the different Departments to address you, and, therefore, I have only a few words to say in connection with the tariff situation. There are many inconsistencies and inequalities, as the Report states, in the tariff; in some cases the rates of duty payable on raw materials are much in excess of those collected on the finished article. In my opinion those inequalities should be removed. At the same time I am going to ask the members of this Association one thing, and that is, let us be reasonable in our request. If we do so I feel that it can be said that the Manufacturers Association has done credit to itself and it will raise itself in the esteem of the country if its demands or requests are made in moderation.



MR. J. H. SHERRARD

(Alaska Feather & Down Co.)

Chairman Montreal Branch C. M. A.

The British Preference.

Mr. Birge.—Mr. President and gentlemen, there is just one matter I would like to refer to in this meeting of the Association, which has been referred to by the Chairman of the Tariff Committee, and that is the Halifax resolution. That thing has been up before us every year since 1902, and was brought before the Government in the memorandum that was presented to them by the Committee in January last. We had at the meeting held there, which was not anything like as representative as this is, the question up for discussion because the Grain Growers' Association had represented to the Government that they wanted that preference increased to 50 per cent. instead of the present 33½ per cent. I took the position there and I take it again to-day that it is time this Association put itself upon record as favoring the preference to Great Britain, but as holding that that preference had gone sufficiently far. I think, gentlemen, we have given

the impression abroad that no matter what the Government did with reference to a preference to Great Britain this Association would be satisfied with it. The time has come when I think we should give a different impression and let it be understood that the preference as it stands to-day is the extreme limit to which any Government should go in that matter of preference to Great Britain; and in the resolution that was presented there to the Government—I have not been able to compare the two together exactly—a clause was added at that meeting by the members present; in the presentation to the Government they repeat the Halifax resolution and then say, "Having regard to present conditions in Canada we consider that any increase in the existing preference is inadvisable and would imperil the existence of many Canadian industries." If that is not already in the Report I would move it be inserted in the Report of the Tariff Committee.

Mr. Kendrey.—I have much pleasure in seconding that.

Mr. Waddie.—In connection with that resolution I think it is very important that the education campaign that has been carried out, or that is to be carried out, should take special cognizance of the desires of the west and also of that fourth clause. I think it is necessary that we should explain to the middle west and to all others who have now got this idea, that it is absolutely impossible, that there can never be free trade between Canada and the mother country unless we are prepared to reduce the standard of living in Canada to the standard of living in the United Kingdom. The present rate of wages is one that is a very serious item and it is one that cannot be changed unless we change the standard of living. I think it is very undesirable that we should do anything which would tend to affect the home comforts and so on of the working man of Canada, and I think we cannot possibly extend the preference to Great Britain any further unless we do so to the detriment of the working man of Canada. I have very much pleasure in supporting this resolution of Mr. Birge's.

Mr. Fraser.—I think myself it would be very unwise for this Association to make any commitment to-day on the British preferential tariff. The question is not up before the new Government We must remember that there is a new Government just stepping into office. The question has never come up, the question may never come up, of increasing the British preferential tariff, and I do not think that to-day would be an opportune time for this Association to make any pronouncement on the question.

There might, however, be some advantage in making a pronouncement on the question of a Tariff Commission. We are told in the Report that it is the intention of the new Government to appoint a permanent Tariff Commission. Well, that is possibly newspaper talk. We are told by the newspapers and we have been told by some of the present members of the new Government in the speeches that they made that if they got into power they would have a Tariff Commission. I think it might strengthen the hands of the Government if this Association would send a strong memorial to the Borden ministry and tell them that the Canadian Manufacturers Association would be with them in a move of this nature, and I would suggest, sir, that possibly a Committee could be appointed to draft such a memorial and to present it to the Government.

Before resuming my seat I wish to thank Mr. Breadner for the interest he has taken in this Committee. We have had occasion to write to Mr. Breadner about the new Japanese tariff and about other matters in connection with the tariff, and we have always had a very cordial reply, and Mr. Breadner has gone into the matter very thoroughly.

Mr. Gourlay.—I rise to support the suggestion of the last Speaker. I am delighted with your Address of yesterday and particularly with the remark that the policy of this country was protection for every industry and for every class of citizen. I think it would be thoroughly in order if at a later date, when the Tariff Committee have time to discuss it and thoroughly weigh it and also the appointment of a Tariff Commission, a Resolution could be presented by the Council approving of the policy of protection for all Canada, as Canada's national policy in the matter of fiscal affairs —protection for all interests no matter what they are, moderate and reasonable protection for all interests. I deprecate hurry-up resolutions. I am old enough to know that often times the best of us will do better after thinking things over for a few days and revising and revising, and, therefore, I think it would be well for this Association to show their appreciation of the remarks made in the Address and of the discussion that has gone on here and let it go as a matter of suggestion to the incoming Tariff Committee, that any resolution they present they present with that as the basic fact, and as to the appointment of a Tariff Commission that it should be of such a character as will make that a basic fact and will also cover all interests.

Ald. Sadler.—Mr. Fraser said it was newspaper talk and there was no authority for it. If I am not mistaken the Honorable Mr. Borden has stated on several occasions that he favored a Tariff Commission, and if he was the Leader of the Government he would immediately take steps to bring about a Tariff Commission. Don't let us make a mistake. Let us recognize the fact that the Premier has expressed himself in that regard.

The President.—I think also the former Prime Minister promised us a Tariff Commission.

Mr. Fraser.—He said this before he was Prime Minister. I don't for one second infer that Mr. Borden was not sincere, but I don't think the new Government has made any committal on the question.

Opposes Passing General Resolutions.

Mr. George.—I would like to express my entire approval of the sentiment expressed by the two last speakers in reference to the inadvisability of making any general resolution on the question of British Preference. I think perhaps we are sometimes inclined to be led away by individual cases and base general resolutions on them which would be badly misinterpreted by the country as a whole. My own opinion is that if we stand hard and fast on the Halifax resolution we have there the law and the gospel of fair and decent national development. It says there that all we want is adequate protection and that after British preference has been extended adequate protection should be given to Canadian producers. We believe, gentlemen, adequate protection merely means such protection as is necessary to overcome and to equalize the difficulties and the disadvantages which a Canadian manufacturer has to contend with his outside competitor. We don't ask, we don't want, I don't believe this Association has ever gone on record as demanding anything more than they believe was necessary in the way of protection to furnish an incentive in the first place to industries to come into the country, to give them a fair opportunity to secure the trade of their own country in order to specialize and thoroughly to establish the industries of the country. When we say to the people throughout the country that we are not asking for protection for the purpose of making manufacturers wealthy at the expense of the other people of Canada we will gain their sympathy. I don't like to go on record here on any broad general resolution that we must not in any way increase the British preference. It might be found after investigation that there were lines on which an extension of the preference might be given without doing any harm. Mr.

Breadner says there are many lines. Therefore, I think, it would be very unwise and would be badly misinterpreted by the country as a whole if we went upon any such platform at the present moment.

Mr. Birge.—This is not a resolution formulating something new. It is simply completing the memorial which was handed to the Government at Ottawa in January last. It simply reads, "Having regard to present conditions in Canada we consider that any increase in the existing preference is inadvisable and would imperil the existence of many Canadian industries." That was given to the Government in January last, and is on record as the view of this Association, but it is not in the Report which Mr. Russell has read.

Mr. McNaught.—I just wanted to say that so far as I am concerned I feel very strongly in regard to this matter which is before the meeting at the present time. Mr. Borden has come into office and the Government is pledged to the forming of a Tariff Commission, and in view of that I think it would be unwise for this Association at the present time to put itself on record in any way so as to embarrass the Government or prevent them having a free hand. I believe if Mr. Borden appoints a Tariff Commission of the right kind they will be able to re-adjust the tariff so as to give Great Britain more preferences than she has now and give the manufacturers of Canada fully as much, if not more, protection than they have at present. In other words, I think the present tariff is not a scientific tariff, it is a political tariff constructed along political lines made for the exigencies of the moment. I believe that a scientific Tariff Commission, such as I believe will be appointed, such as Mr. Borden has promised to appoint, could make a great difference in this matter without any injury whatever to Canadian Manufacturers.

Function of Tariff Commission.

I would like to say one word more. I don't know whether I misunderstood Mr. Russell, but I inferred from what Mr. Russell said in his closing remarks that the Tariff Commission which was going to be appointed would have the making of the tariff. Was I right, Mr. Russell?

Mr. Russell.—If their recommendation is adopted, yes.

Mr. McNaught.—As I understand a Tariff Commission it should be an advisory body, not a body which should say what the tariff is going to be, because I don't believe any Government should ever give that power to any Commission whatever. It is all right for this Tariff Commission to advise, to investigate, to get all the facts and lay their recommendations before the Government, but after that is done then it is incumbent upon the Government to take the responsibility of saying what the tariff is going to be. I hope much good will arise out of the Tariff Commission. I believe we as manufacturers have always put ourselves on record in a fair and honest way, and I think in a way which, if carried out, will be for the benefit of the Dominion at large. So far as the manufacturers are concerned I think we have always taken the proper ground. While we ask for adequate protection for our industries we also have a duty to perform to the public at large. That is, if we get the advantage of having the Canadian market we are bound to give our goods to the public at as low a price as possible. In other words, we should not take advantage of the full tariff or anything like it. If we can give them goods as cheap in Canada as the foreigner can buy the goods in his own country we ought to do so. I think that is the feeling of the members of the Association. I think it is well to put ourselves on record as having that feeling because we want the farmers to understand that the best friends they have in Canada are the manufacturers of Canada, the ones who consume their products at the very highest prices. The sooner we educate the farmers to the understanding that we are their friends, and that the agriculturists of Canada would be in a very poor way indeed if it were not for the manufacturing interests, the one being the complement of the other, the sooner the tariff will get out of politics and the sooner we will have peace and harmony all round and prosperity throughout the country.

Mr. Edmonds.—I would like to say one or two words. There is no doubt about it that the incoming Government will give us a Tariff Commission. If you remember the platform which Mr. Borden issued before the general election there was a clause devoted to that matter in which he distinctly stated that there would be a Tariff Commission. Sir Wilfrid Laurier sometime ago opposed a Tariff Commision. He stated in the House he was opposed to it, but about three or four weeks before the election in an address which he made in Quebec he came out in favor of a Tariff Commission. So we have the both parties committed to a Tariff Commission. Now, in view of that fact I think it would be a great mistake for us to adopt Mr. Birge's resolution; it is too general; in a sweeping way it refuses to allow any increase in British preference. I remember a few years ago when I was sick in bed for a few days I went over the Blue Book and I studied it clause by clause and I figured out the articles in which we could still increase the British preference without affecting any Canadian manufacturer, and it is surprising the number of articles there are if you go over it in that way. For that reason I think we ought not to consider Mr. Birge's resolution and that we should allow the matter to be left to the Government. With an expert Commission, gentlemen, there is no danger of anything being done which will be inimical to the Canadian manufacturers.

Favors Petitioning Government.

Mr. Fraser.—I would move in amendment to the motion that has been made the following, moved by myself and seconded by Mr. Gourlay, that the Tariff Committee be requested to draw up a resolution to be presented to the Executive Council of this Association and by them presented to the Government favoring the appointment at as early a date as possible of a Tariff Commission to investigate thoroughly tariff conditions in the interests of all Canada, and that the members of this Association pledge themselves to give such a Commission, if appointed, every assistance possible in the collection of data and the carrying out of their work.

Mr. Birge.—That is a resolution I would like to support. It is not an amendment. This is not a question of the appointment of a Tariff Committee, it simply provides that a flat rate beyond 33⅓ per cent. should not be given. Any additional preference that is given to Great Britain must be done in the other way, in adjusting the tariff upwards and downwards. My resolution simply provides against that flat all covering rate.

Mr. Russell.—While I have the strongest sympathy with the feeling expressed by Mr. Fraser and Mr. Gourlay that nothing should be done at the present time that would be indiscreet or place the manufacturers wrongly before the country on the subject of British preference, at the same time I don't see that Mr. Birge's amendment is incompatible with that. This part of the Report is simply summarizing what was said in a lot of pages of this which was a published document presented to the Government, and in the summarizing of it this important sentence was omitted "in having regard to present conditions in Canada we consider that any increase in the existing preference is inadvisable and would imperil the existence of many Canadian industries." Now that was added to the Halifax resolution at our meeting in Ottawa for a very specific reason, for the reason that the

farmers had been there just a month before and had demanded such a gradual reduction of the remaining preferential tariff as would insure the establishment of complete free trade between Canada and the Mother Land within ten years. It was very competent and necessary that the Association should express itself in reply to that demand and that was the answer which they gave and which ought to be in this Report in summarizing what we said at that time; I think it ought to be there.

The condition is different at the present time. That question has been settled; a new government has come in; a Tariff Commission is going to be appointed. When it comes to consideration of the preferential tariff on the new basis, perhaps higher on some articles and lower on others, as it is indeed at the present time, then it might be quite possible for this Association to concur in increases in the preference on some lines, so that I don't think it is at all incompatible with that sense of careful consideration of our attitude before the country that this should go in. I consider it ought to go in to make a correct summary of our Report to the Government last January.

Mr. Ransford.—Mr. President, while it is perfectly true that we have already placed ourselves on record with regard to British preference yet at the same time, speaking to you from a very singular standpoint—I suppose I am the only man here belonging to the Canadian Manufacturers Association who also can style himself as a farmer pure and simple—I assure you speaking from a farmer's standpoint to you in an advisory manner I would be opposed very strongly to this Association making any overt statement with regard to their desire as regards tariff reform or changes in any way to-day. The farmers of this country are no fools; they are exceedingly suspicious, exceedingly jealous, and they are wide awake to every movement that we as manufacturers make, and I have already had it said to me since the last election, "I suppose the manufacturers now will go to work and take every possible advantage they can and advance the price of all goods they sell, and being hand in glove with the new Government that has come into power they will have no difficulty in effecting the changes that they desire." Now, while we may be opposed to any further increase in the British preference, yet I do urge upon you and I desire to do so as strongly as I can, not to let it go forth in the public press to-day that we at this early hour before the Tariff Commission is appointed and before the Government has hardly assumed, as it were, life—do not let us be placed on record as immediately going to work and doing our best to bring pressure to bear upon the Government to do anything with regard to increasing the tariff by not increasing the British preference. Let us make haste slowly, let us give the new Government some chance to get into power, assume the reins of office and begin its work; let us have confidence in them; let us show that by our action to-day; let us await the appointment of the Tariff Commission, and when that Tariff Commission is appointed and when the Government begins to show its hand as to what it intends to do I then maintain it is plenty of time, and it will be wisdom on our part to wait until then before we begin to show what our hand is or what we desire in any way or shape with regard to tariff changes. (Hear, hear). Don't do anything to-day beyond expressing the fullest confidence in the wisdom and justice of the new Government, something that for the last sixteen years I, for one, have not been able to do.

The President.—Gentlemen, if I had been on the floor of the house I would have said at the very outset what Mr. Ransford has just said, and I ask you now whether it would not be a good plan for us, having threshed this matter out a little bit and having got the sense of the meeting, to ask the gentlemen of the press to cut out every reference we have made to this reference to Mr. Birge's motion, and would it not be a good plan to eliminate from the record here any reference to it and have it understood if you wish that this reference to the British preference should not go into the report when it is finished. I deprecate very much having this matter discussed and go into the public press and having the press report this discussion here to-day. I think is is very unwise.

Mr. Chown.—Mr. President, I think there is a better way than that and that is to vote it down. We went to the country on two grounds, economics and patriotism. We have won and we don't now want to say that patriotism was all flouting the flag and there was nothing to it. Let this matter stand over until such time as the Government has an opportunity to consider the matter. Let us be sane, firm in our position, but let us be broad at the same time.

Mr. Rogers.—As to attitude, there is nothing hidden about the attitude of this Association as expressed in the Halifax resolution and the members of the Government must know that and the country knows that. Why do we need to affirm it at the present time?

Mr. Birge.—If the Association does not desire that completion of the Report which I have suggested I am quite willing to withdraw the motion.

The President.—Is it your pleasure, gentlemen, that Mr. Birge and Mr. Kendrey be permitted to withdraw this motion? (Consent was given).

Is it your pleasure that this motion by Mr. Fraser, which I would have to rule is not an amendment, seconded by Mr. Gourlay, which I will read, be carried? "That the Tariff Committee be requested to draw up a resolution to be presented to the Executive Council of this Association, and by them presented to the Government favoring the appointment, at as early a date as possible, of a Tariff Commission to thoroughly investigate Tariff conditions in the interests of all Canada; and that the members of this Association pledge themselves to give such a Commission, if appointed, every assistance possible in the collection of data and the carrying out of their work."

Mr. McNaught. I was going to ask, Mr. President, if that resolution is in order. I don't believe it is. I think we are considering now the Report of the Tariff Committee, and this is something which might come before the meeting to-morrow as a resolution and be all right probably, but I think it is out of order now. I would like your ruling on that.

The President.—I will suggest that this resolution go before the Committee on Resolutions to-morrow. Does that suit you?

Mr. Fraser.—Yes.

The President.—Does that suit you, Mr. Gourlay?

Mr. Gourlay.—That is the right course.

The President.—Is it your wish that this resolution go to the Resolutions Committee?

Assent was given, and the motion referred to the Committee on Resolutions.

Mr. Roden.—The Government has said that they will appoint the men that they think are best qualified to do the work on the Tariff Commission, and we are pretending to tell them how they shall do their work. I think that is a mistake. I wish to enter my protest against anything going to the Government at all. We don't want to put ourselves on record.

Mr. Lalor.—I quite agree with the last speaker. I think it is unwise to pass any resolution at this meeting asking them to carry out their promise. We should first wait to see whether Mr. Borden does appoint a Tariff Commission, and I think it is unwise to move a resolution at this time.

The President.—I suppose that will all be threshed out in the Resolutions Committee to-morrow. That is the place to thresh it out, isn't it?

Voices.—Yes.

The President put the motion to adopt the Report of the Tariff Committee, which, on a vote being taken, was declared carried and the Report adopted.

WELCOME TO GOVERNOR-GENERAL.

Mr Van Bever.—I would like to suggest the appropriateness of sending a wireless message to the new Governor-General, His Royal Highness the Duke of Connaught, extending a welcome to him on behalf of the Canadian Manufacturers' Association.

Mr. Meadows.—Let us carry it by a standing vote.

The President.—You have heard this resolution, and I am sure it will be carried in the manner that Mr. Meadows has been good enough to suggest.

Mr. George.—Before putting that might it not be well to refer it to the Committee, and also suggest at the same time that a despatch of the same kind be sent to His Excellency Earl Grey, as he is leaving the country. I don't think there is any man who has so endeared himself to the people of Canada. I thoroughly agree with what Mr. Van Bever has suggested, but perhaps if a Committee were to sit down and draft it over they might make the wording a little more enthusiastic and fuller, and at the same time the Committee might draft a resolution which would be sent to His Excellency Earl Grey.

Mr. Van Bever.—The suggestion is acceptable to us; it is the sentiment and not the wording.

The President.—I suppose you are all ready to pass this resolution to welcome the coming and speed the parting guest. I think the Secretary, Vice-President and myself, with the assistance of Mr. George, will prepare a wireless to be sent to both His Royal Highness and to His Excellency.

The resolution was carried by a standing vote.

The meeting adjourned to meet at 2.30 p.m.

(AFTERNOON SESSION Wednesday)

At 2.30 p.m. the President called the meeting to order and said: In the absence of the Chairman of the Parliamentary Committee, I shall ask Mr. Murray to read the Report.

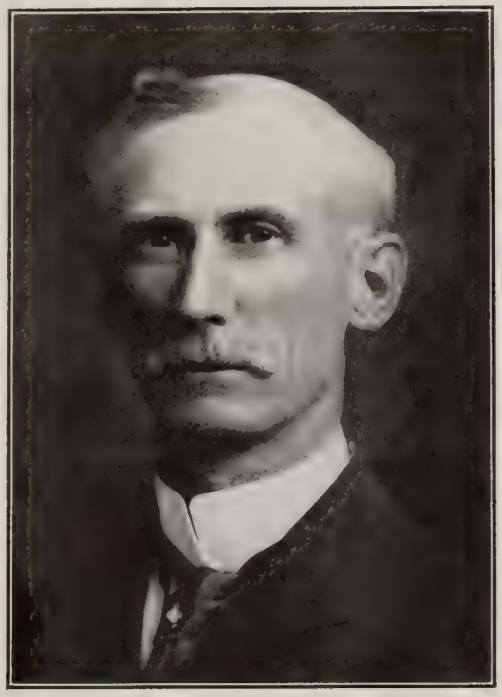
REPORT OF PARLIAMENTARY COMMITTEE

LAST year's annual report foreshadowed a considerable extension of the branch of the Association's work in charge of this committee as the result of the establishment of a separate department in charge of a qualified legal practitioner. The expectations of your committee have been fully realized, and the activities of the new department have, even in the first year of its operation, been so varied and extensive that a summary of them is necessarily very condensed.

Work of the Legal Department.

In this, as in other lines of the Association's work, the policy has been not to define too closely the scope of the department, but to allow it to develop along such lines as from time to time promise the greatest usefulness to the Association and its members. Generally speaking, the work of the department may be said to divide itself into two branches more or less distinct. In the first branch the work is of a representative character in the interest of the Association as a body, though at times matters may be taken up at the instance, and for the direct benefit of, a small group of members, or even an individual member. One of the objects of the Association being to give to the individual member the strength of the whole body in any matter involving a principle for which the Association stands, it follows that it will be found necessary at times to bring to bear the weight of the Association's influence in matters in which a large portion of the Association membership may not be directly interested. It is regarded as one of the functions of the Legal Department, under the supervision of the Parliamentary Committee and the Executive Council, to lend assistance to members of the Association in advocating their interests before the various legislative and various other representative bodies wherever such advocacy tends in the direction of promoting Canadian industry.

The other branch of the department's work consists of services to individual members of the Association either by way of supplying legal information or by performing services of the character usually undertaken by a solicitor. In doing such work care will, of course, be observed not to overload the department so as to hamper it in its other activities; but it has been found that in certain special lines the department is in a position to render services to individual members which it would be inadvisable to withhold from them, and your committee has been of opinion that such special work can be carried on through the department with mutual advantage to the members and the general body.



MR. ATWELL FLEMING

(Atwell Fleming Printing Co., Limited)

Chairman Parliamentary Committee, 1910-1911

Thus a large share of the department's attention has during the past year been given to the question of company organization and the various requirements of the different provinces in respect to licensing and registration. There are very few of our members who do not carry on business in most or all of the provinces. Few legal practitioners, however, will venture

to advise upon the law in any but their own province, and consequently great activity has been experienced in obtaining information and advice necessary to adjust corporate organization and operation to the requirements of the various provincial laws. The Legal Department being in touch with the laws as well as the administrative policy in each of the provinces is in a position to furnish precisely the information required; and to such an extent have the department's facilities been recognized in this connection that it has become a clearing-house in this subject for commercial bodies throughout Canada and foreign countries and even government departments.

In connection with the operation of the extra-provincial licensing and registration Acts the department has been called upon to advise upon questions of company incorporation and organization, including questions of the relative advantages of provincial and Dominion incorporation. It would appear that a large field of usefulness is opening for the department in advising upon this subject and in attending to the procuring of charters and other details of company organization.

Amongst the other special branches in which the department has been called upon to advise and assist members are the following: Conditional sales, lien notes, bulk sales acts, assessment laws, claims in foreign jurisdictions, corporation taxes, factories acts, commercial travellers' licenses, alien labor and immigration laws, trade-marks, copyrights, industrial disputes, liability of carriers, etc., etc. These will doubtless be supplemented from time to time by the addition of other subjects of more or less general interest to manufacturers.

Fees.

It would be manifestly unwise to withhold from our members the advice and assistance which can readily be rendered by the department in this and other subjects of a like special character. At the same time it would be inexpedient to place the Legal Department to an unlimited extent at the service of individual members without charging such reasonable fees as they would be required to pay an ordinary solicitor. It was thought wise, therefore, to adopt for the present a plan under which moderate fees would be charged individual members for such work, as, for example, procuring charters or licenses under the Extra-Provincial Licensing Acts. Members desiring advice or information on this subject are invited to freely make use of the facilities of the department either by correspondence or by consultation, but where the department itself undertakes specific work a reasonable fee will be charged.

The books of the department show that during the year ending the 30th June, 1911, over 1,700 personal letters advising on various branches of law have been sent out, and some 400 consultations have been held by members with the Legal Secretary. In addition to these a number of circulars and circular letters have been sent out either to all the membership or to groups of members interested in certain subjects. The department has also handled a large amount of special work for members, particularly in the line of company registration and incorporation, and there has been a revenue from this source of over $1,800. It is not one of the aims of your committee to make the department a self-sustaining or even a revenue-producing one, but it is thought that there is reason to anticipate a substantial revenue every year to off-set the expenditures.

General Work.

The work of the Legal Department in connection with the general activities of the Association naturally cover a very wide field. All bills brought before the Dominion Parliament and the various Provincial Legislatures are carefully examined and members are notified of any provisions which would be inimical to them.

Where changes in the law are desired in the interest of members assistance is given in drafting legislation and having it introduced. Legal assistance is also given to other branches of the Association, and, as will appear below, the Department is representing the Association in test litigation on important questions of direct interest to members. A sketch of some of the matters of general interest that have engaged the attention of the department and your committee is given below.

British Columbia Companies Act.

Notwithstanding the united protests of commercial bodies throughout Canada, including those of the province itself, the British Columbia Government appears determined upon the maintenance of the provisions of the Companies Act requiring companies not incorporated in British Columbia to become licensed or registered before having any business dealings in the province. There was some hope that the Act would be disallowed by the Dominion Government or that it would be amended by the Provincial Government itself. At the last session of the Legislature some amendments in detail were in fact made, but the provision in virtue of which the Act prohibits business by correspondence and non-resident travellers, in which the Act differs from those of all the other provinces, has not been altered. The time within which the Dominion had power to disallow the Act has now elapsed. Your committee cannot help thinking that the question of the operation of the Act and its effect as a precedent was not sufficiently considered and the question of the power of the provinces to impose restrictions of this nature upon inter-provincial commerce should not have been left to be determined by the uncertain process of litigation. The preponderance of opinion appears to be that the Act, in so far at all events as it purports to apply to companies operating under Dominion charters, was *ultra vires* of the Provincial Legislature, but very few business men will care to enter upon a legal contest to establish this; and until it is established by a decision of the Privy Council the uncertainty must continue to exist and to entail great expense and inconvenience to commercial corporations having any business relations with the Province of British Columbia.

Licensing of Companies in British Columbia.

Pending a decision upon the validity of the British Columbia Act a large number of our members have been obliged, in order to avoid difficulty in enforcing their claims, to take out their licenses. In the case of companies operating under a charter from one of the Provincial Governments it would appear that no other course is open. In the case of companies operating under a Dominion charter while the validity of the Act is generally questioned, most companies find it expedient where the question of their status is raised to take out their licenses rather than to risk a course of litigation. A number of applications for licenses for Dominion companies were forwarded by the Legal Department under protest, but these applications were refused, and the most that could be secured from the provincial officials was an assurance that if the Act were found to be *ultra vires* an application for a refund of fees would be considered.

Saskatchewan Foreign Companies Act.

The Legislature of Saskatchewan at the last session passed an amendment to the Foreign Companies Act of that province requiring foreign companies to pay annual registration fees in addition to the initial fee required to be paid by extra-provincial companies carrying on business in the province. This act on the part of the Saskatchewan Legislature indi-

cates the general trend of legislation on the subject of extra-provincial companies carrying on business in the province. increased restriction upon business carried on by extra-provincial companies.

Manitoba Extra-Provincial Licensing Act.

The absurd competition of the provinces in this class of legislation has reached its culmination in the Act passed at the last session of the Manitoba Legislature under which it is proposed to deny access for carrying on business in Manitoba to all companies incorporated in provinces where Manitoba companies are denied similar licenses or privileges to do business, and to compel provincial companies applying for licenses in Manitoba to prove that in their province Manitoba companies are granted similar privileges. This Act is to be brought into force upon proclamation, which up to the present has not yet been issued.

Extra-Provincial Corporation Laws.

Through the large number of inquiries which have reached the department it is plainly evident that the members of the Association and the commercial world generally do not realize that nearly all the provinces have now in force laws similar in their operation to the Acts above mentioned. All these have been passed within the last ten years, and have been largely framed along the same general lines, though there are many variations in detail. A seventy-page pamphlet has been prepared by the Legal Department analyzing the provisions of all these Acts and citing the cases that have arisen under them. This pamphlet should be of considerable assistance to members in adjusting their business to the requirements of the different provinces. It is supplied free to members on request. It is under contemplation to make this pamphlet the beginning of a series of publications on different branches of commercial law and other matters of interest to our members.

Test Litigation.

As reported last year, a stated case is now before the Supreme Court in the form of a reference by the Dominion Government to determine, amongst other matters, the validity of the extra-provincial licensing and registration laws of the different provinces. Under instructions of the Executive Council the Secretary of the Legal Department asked for and obtained leave to appear upon this reference in the interest of the members of the Association. The position taken by the Association is that it is in the highest degree desirable that the issues involved in the reference should be authoritatively decided in one way or another as speedily as possible. On behalf of most of the provinces, however, technical objections have been raised to the hearing of the reference, and there is reason to believe that the policy of the provinces is to delay the hearing and determination of the questions as long as possible. In the meantime the position of manufacturing companies as to carrying on business in some of the provinces is extremely unsatisfactory. The form of the reference also is such that it is not at all certain that its final decision will give a satisfactory answer to the questions in which the members of the Association are most vitally interested. In view of these considerations a largely attended meeting of representatives of companies directly interested in the operation of the British Columbia Act, was held on the 18th October, 1910, and the following resolution was adopted:

"That this meeting recommend to the Parliamentary Committee that they adopt such measures as may be deemed expedient by way of test case or otherwise to bring to an issue as speedily as possible the question of the validity of the provisions of the British Columbia Companies Act relating to the licensing of extra-provincial companies."

This recommendation was adopted by the Executive Council. An effort was subsequently made to have a test prosecution brought under the British Columbia Act. This was found impossible because of failure to secure the consent of the Attorney-General of British Columbia. It was resolved, however, that if a suitable set of circumstances should arise out of which a test case could be brought upon the validity of the provision which denies to unlicensed companies operating under Dominion charters, access to the courts of British Columbia for the enforcement of business contracts, the Legal Department should support such a case on behalf of the Association.



MR. W. B. Tindall

(The Parry Sound Lumber Co., Limited)

Chairman Parliamentary Committee, 1911-1912

New Copyright Act.

Ever since Confederation there has been a contention between the Canadian and Imperial Governments over the right of the Dominion to frame its own Copyright law independently of the operation of the Imperial Copyright Act. An arrangement has now been arrived at with the British Government by which Canada's sole right to legislate with regard to copyright in Canada is recognized. As a result a new Copyright Act was introduced in the House of Commons at the last session. Great difficulty was experienced in ascertaining what would be the precise operation and effect of the provisions of this new Act by reason of the fact that it was drafted in a form entirely different from that of the old Act. It was anticipated that the passing of the new form of Act would result in great confusion in the law of Copyright in this country for many years to come. The meeting of publishers recommended that a careful study of the Act should be made

by the Legal Department with a view to ascertaining its operation and representing the views of the publishers upon it. The Act is intended to secure the complete autonomy of the Dominion, both in matter of framing its own copyright law and in deciding upon questions of adherence to the International Union. Provision is made for reciprocity in copyright privileges with the different portions of the British Empire and with foreign countries. The Act also contains provisions under which works enjoying copyright in this country are required to be "made in Canada."

Copyright in Music.

Under the present Copyright Act there is no provision to compel copies of works enjoying Canadian copyright to be made in Canada. A practice has grown up of securing copyright on a small or a partial edition of the work and afterwards supplying the Canadian market from other countries. The new Act contains a specific provision requiring the copies sold in Canada to have been printed in Canada. It has apparently been in contemplation, however, to make an exception of this "made in Canada" rule in the case of printed music. Various papers in the United States have contained assurances that this concession had been obtained by representatives of the United States publishers. We cannot but deprecate any such proposal as contrary to sound policy; and while the number of music publishers in Canada is at present comparatively small we believe that as members of this Association they are entitled to the weight of the Association's influence in asking for more equitable treatment.

Eight Hour Day Bill.

Mr. Alphonse Verville, M.P., at the last session of the Dominion Parliament again brought in his bill providing for an eight hour day for Government employees. The bill, however, was in a more modified form than that of 1909. After a good deal of discussion and amendment the bill was passed by the House of Commons in such a form that it applied only to the construction of Government buildings. In this form it was taken up by the Senate, where it was left in committee upon the dissolution of the House. Your committee cannot but continue to express their strong disapproval of the principle of this measure. We adhere to the view that the question of what shall constitute a day's work for any individual is a matter to be determined by variety of circumstances, such as the age, constitution, health, etc., of the individual and the character of the work engaged in, and not by arbitrary laws restricting the freedom of the individual to contract with reference to his own circumstances. We believe also that whatever other considerations may actuate the Government in its relations with its employees, its position as the trustee of public funds renders it imperative that due consideration should be given to securing a full market value for that portion of the public revenue which is expended in wages, and that there can be no justification for any policy which will place the Government at a disadvantage in this respect in connection with private employers of labor.

Other Dominion Legislation.

Various other measures before the Dominion House were dealt with by your committee. Some of these were laid over owing to the premature dissolution of Parliament, but will doubtless be reintroduced at the coming session. Amongst these measures were several bills to amend the Dominion Companies Act. One of these amendments would require Dominion companies to furnish annual reports to the Dominion department similar to those required by the Acts of some of the provinces. Circular letters asking for an expression of opinion were sent to members of the Association operating under Dominion charters. The consensus of opinion was that it would not be wise to oppose such an amendment, and no further action was taken by the committee.

Immigration Regulations.

In the report of last year it was announced that as the result of a strong memorial presented by the Association the Dominion Government had introduced an amendment to the Immigration Regulations whereby residents of the British Isles coming to guaranteed employment in Canada were enabled to procure from Canadian officials in the Old Country cards of consent to emigrate, which on presentation at a Canadian port would enable the immigrant to enter Canada without complying with the $25 qualification. Shortly after this announcement was made, however, the concession was withdrawn, and the regular winter qualification of $50 was allowed to go into effect. Strong protest was entered against this action of the Department, but without success. The incoming committee will doubtless be called upon to consider means of securing a removal of the unfair discrimination which the present regulations impose upon skilled labor.

Workmen's Compensation.

One of the most serious problems to be dealt with by the Association during the coming year is that of compensation of workmen for the results of industrial accidents. The immediate occasion for action on the part of the Association arises out of the appointment of Sir William Meredith as a Commissioner to investigate the subject with a view to drafting a new Act for the Province of Ontario, to be introduced at the coming session. During the past two years the Association has been called upon to assist in dealing with legislation upon the subject in two other provinces, Manitoba and Quebec. In view of the fact that some 1,800 of the 2,700 members of the Association are in Ontario the provincial aspect of the subject alone is sufficiently important to demand careful attention from our Association at this juncture, but in view of the general anticipation of radical changes in the laws of other provinces, the possibility of general legislation by the Dominion, and the well marked tendencies of legislation of the other countries upon this subject it is urgently necessary that our Association, constituting as it does the largest and most representative organization of employers in the Dominion, should carefully consider and formulate a broad general policy to be followed out in reference to this important matter.

It is interesting to note, by way of comparison, that in the deliberations of the National Association of Manufacturers of the United States, a body corresponding in that country to this Association in Canada, the subject of workmen's compensation has for a great number of years occupied a foremost place and that last year that body spent over $20,000 in investigation in the subject. Your committee has been very fortunate in securing the services of Mr. F. C. Schwedtman, Chairman of the Commission appointed by the National Association to deal with this question, to give an address on the evening of the 10th October.

The Province of Ontario stands in a position of exceptional advantage in dealing with the subject of workmen's compensation. The law of the Province upon the subject has remained practically unchanged for twenty-five years. In the meantime advanced legislation has been adopted in nearly every other country in the world. The agitation which resulted in England in Mr. Chamberlain's Act of 1880, and in Germany in Bismarck's Act of 1884, has had its counterpart in every civilized country. The basic consideration of all the laws has been to assure to workmen compensation for the injuries

sustained in the course of industrial employment regardless of questions of fault on the part of the employer; in other words, industrial accidents are regarded as incidental to modern industrial conditions and the compensation of workmen as an item of the cost of production, to be reckoned along with the cost of material, machinery, etc., and added to the price charged to the consumer.

While the principle of compensation regardless of fault has been uniformly accepted, a radical divergence of method is exhibited in the laws of the different countries in carrying the principle into practical operation. One method has been to throw upon the individual employer, as an incident of his relationship with the employee, a legal liability to compensate the workman for all injuries received in the course of his employment. This liability is enforced by the workman either through the ordinary courts or other special tribunals for the purpose. The other method is to throw the burden of compensation upon a fund on the basis of pure accident insurance. The methods under which these funds are raised and administered, the relative proportions contributed by employers and employees, the extent to which they are under government supervision or control, and the various other details of their operation vary greatly with the different countries. Both methods of compensation involve insurance, since under the first plan the employer insures his risk of having to pay compensation in an Employers' Liability Insurance Company. The essential difference between the two methods of insurance may be expressed by saying that under one method the employer is insured against liability, and under the other the workman is insured against accidents. Side by side with the movement for compensation there has been rapidly extending a movement for the conservation of industrial efficiency by systematic effort in the direction of accident prevention, and in some countries remarkable results have already been obtained in this line. One of the important phases of the problem of compensation is the question which of the two methods of compensation mentioned above is best adapted for co-relation with an efficient system of accident prevention, and to secure the highest degree of co-operation between workman and employer to this end.

In this country the first question to be determined appears to be which of the two methods of compensation offers, in view of the experiments of other countries and of conditions and circumstances in this country, the greatest promise of a permanent and satisfactory solution. In this connection it should be observed that there is no longer any occasion for further experiment along some lines. Certain types of legislation and certain methods of dealing with the problem can now be reckoned with as producing certain results, and the experiments of many countries during the past thirty years have produced a vast amount of material which is available for the guidance of any future legislation. The work of digesting and analyzing the available data is a very large one. In the nature of things it is not to be expected that the whole membership of the Association will be in a position to follow to any extent the lines of investigation which will necessarily be undertaken in connection with the subject. What your committee would earnestly recommend is that a strong special committee of members in whose judgment the Association can place full confidence should be charged with the duty of making thorough investigation in conjunction with the officials of the Association and of formulating the views and policy of the Association for due presentation to the proper authorities. It is proposed that a resolution in conformity with this recommendation shall be brought in by the Resolutions Committee for the consideration of the annual meeting.

Bulk Sales Acts.

Last year your committee reported that Bulk Sales Acts had been passed in four Provinces, Manitoba, British Columbia, Quebec and Nova Scotia. These Acts are designed to prevent a retail dealer on the eve of insolvency from disposing of his stock-in-trade without settling the claims of the manufacturer or wholesale dealer supplying the goods. An effort was made to have such an Act introduced in the Ontario Legislature, but it was found wise, owing to certain opposition, to lay the matter over. Your committee will continue its efforts to have these Acts introduced in all the Provinces.

Uniformity of Provincial Laws.

This is a question which with the increase of inter-provincial trade is becoming from year to year more important. The needless variations in the laws of the various Provinces upon a large number of subjects affecting manufacturers and wholesale dealers generally in their business are a constant source of irritation and inconvenience. These subjects include conditional sales, lien notes, bulk sales, assignments and preferences, chattel mortgages, etc., etc. It may be within the scope of the jurisdiction of the Dominion to frame laws upon some of these subjects, but in the meantime they are covered



MR. F. W. WEGENAST
Legal Secretary

by statutes of the different Provinces, which, though in many cases copied one from the other, are in their very similarity often deceptive because of obscure and potent variations. A movement in the direction of harmonizing some of these laws was begun by Sir Lomer Gouin, Premier of the Province of Quebec, some years ago. During the past year your committee has taken steps to press the matter upon the attention of some of the Provincial authorities. During the past few months also the matter has received the attention of such bodies as the Chamber of Commerce of Montreal and the Bar Association of Ontario. It is believed that a good deal of useful work may be done by the incoming committee by supporting and fostering this movement in conjunction with other representative bodies.

Quebec Legislation.

The Montreal Branch of the Association has also been active in promoting measures in the interest of its members

in the Provincial Legislature. A privilege which had long been agitated for by incorporated companies in the City of Montreal was secured by an Act giving such companies the right to vote in municipal affairs. Amendments were also secured to the Garnishment Law to relieve garnishees from some of the onerous obligations imposed upon them by the former law. Representations were made to the Government with regard to a system of blackmail which had been inflicted upon incorporated companies under the guise of enforcing the provisions of the statutes requiring such companies to file certain declarations. An investigation of the matter has been undertaken by the Attorney-General with a view to altering the law if it should be found necessary. The Montreal Branch has also forwarded for consideration at this meeting a resolution dealing with the proposition of establishing a series of commercial courts for the adjustment of claims arising out of inter-provincial trade. The resolution will doubtless be brought up for consideration by the Resolutions Committee.

Ontario Legislation.

Space will not permit a full discussion of the various measures with which the Parliamentary Committee were called upon to deal in the Province of Ontario. Considerable attention was given to the proposal of a change in the Assessment Act allowing municipalities to tax improvement values at a lower rate than land values. Your committee, however, took no action in the matter. Attention was also given to the revision of the Conditional Sales Act of Ontario. Opposition was also made to a proposed amendment of the Stationary Engineers' Act, which would have required candidates for an engineer's certificate to be British subjects and to have resided in Canada for three years. A labor union deputation waited on the Government in connection with this measure requesting that provision should be made for relieving members of labor unions from foreign countries from the necessity of complying with the residence clause. The Act as finally passed requires candidates to be British subjects and to have resided one year in Canada.

In conclusion, your committee wish to bespeak for the incoming committee the hearty co-operation of the general membership of the Association in the work of the coming year. The work that is being done by the committee is your work, it is the work of the individual members of the Association, and for its successful prosecution the Parliamentary Committee should have the benefit of your personal co-operation. This assistance can be rendered by communicating to the Secretary of the committee or to any of its members any views or suggestions which you may have upon any matter that falls within the scope of the committee's work. The activities of the Committee and the policies of the Association must, in the nature of things, be to a large extent shaped by such personal communications. The problems before the committee for the incoming year are very important, and the committee will need the greatest possible measure of support of the individual membership in dealing with them satisfactorily.

All of which is respectfully submitted.

G. M. Murray, *General Secretary.* Atwell Fleming, *Chairman*

F. W. Wegenast, *Secretary Parliamentary Committee.*

Mr. Fleming.—As Chairman of the Committee I wish to move the adoption of the Report.

Mr. J. O. Thorn.—I have much pleasure in seconding the motion.

The President.—The Report is now open for discussion. Has anyone anything to say about it?

Mr. Saunders.—Mr. President I wish to make a few remarks in regard to the last clause of the Report, in connection with the prevention of accidents to workmen. After the very interesting address we had last night, illustrated as it was by views, I feel that this is a subject that is important to every manufacturer in Canada, not only the prevention of accidents to employees, but the compensation that has to be paid to an employee when injured by machine or otherwise. The law as it at present exists is very ambiguous, and leaves the manufacturer open to a suit at Court upon the merest pretence. I fully agree with the German idea of compensation, that is, I think the Government should make a compulsory measure making or compelling the manufacturer and the workmen alike to contribute towards a fund to compensate the workmen in case of injury, and that also the Government should subscribe a certain amount to that fund.

One could not help being struck last night during the progress of the lecture with the enormous saving to the nation and to the manufacturer by the prevention of accidents. I think myself if we can institute in our factories safeguards for our employees without impeding the progress of manufacture we would be achieving something that perhaps would be as advantageous to us as technical education. I think that the danger arising from machines such as I employ in my own works is prejudicial to acquiring the best class of workmen which I might employ. I mean men are a little tardy about entering into mechanical work with the enormous risk there is naturally in the handling of fast running machines with knives attached which may at any time injure them, and if some law were in force or made that would in some measure compensate the workmen for injuries received I think it would be a good thing; and not only that, that might be enlarged to compensating or remunerating them in later years of life for their serving in a factory or workshop. If the government were to define a law carefully that would not only safeguard the workman but compensate him for injury and also provide an old age fund it would be a move in the right direction. This might be a difficult matter for a government to undertake, but from the statements last night of the lecturer who spoke to us it is quite feasible. As I said, when I viewed the wonderful saving to the manufacturer and to the nation from the bringing out of that law I felt this was an opportune time for this Association to take some stand and some movement in regard to alleviating the conditions as they now exist. I have no doubt every member of this Association has suffered more or less from suits instituted against them for accidents arising sometimes from the carelessness of the employee himself. Some of these safety appliances applied to a machine such as I use impede the work going through, and in adopting the measures of safety which the Government now require I find that I have to exercise care not only in attaching these to my machines but to have my workmen adapt themselves to these safeguards. I have in my mind an instance where an employee of mine was injured very seriously who was warned by the superintendent to attach to the machine and use a safety appliance which I had, but he being an experienced operator didn't see the usefulness of that safeguard and removed it contrary to the instructions of the superintendent, and in consequence lost several fingers of his right hand. Notwithstanding the fault being entirely his own in removing the safeguard I had to pay him the sum of four or five hundred dollars to settle the matter with him. A similar case has arisen recently in which I have to defend a suit next week purely through the neglect of my employee in removing a similar safeguard.

Now we could with great profit to ourselves urge upon the Government, and perhaps we could appoint a committee

of our own Association who could think out and carefully frame a law that would safeguard ourselves and our employee and remove the difficulty that is at present existing and remove some of the onerous burdens. The English law is quite onerous upon labor, not only in handicrafts, but in ordinary work. I should like to have a law to remove any onerous provision and yet to protect fully our employee so that we could go to a man and engage him in mechanical work without any fear of suffering from the effect of it. I only make these remarks to introduce the subject, and I hope I shall hear from some of the manufacturers who are more able to speak upon the subject than I am.

The President.—Mr. Schwedtman is here and is leaving in a few moments. We had the pleasure of listening to him last night. If any of you wish to ask him any questions, or if there is a wish to hear the gentleman any further on the subject, I would be glad to know it. Is it your pleasure to have a few words further from Mr. Schwedtman?

Voices.—(Hear, hear!)

Mr. Schwedtman on Accident Prevention.

Mr. Schwedtman.—Gentlemen, I gave a public lecture last night, and of course I naturally treated the subject in the broadest possible spirit. I hammered at the reactionary employer and I hammered at the reactionary workingman, because both of them need to be brought into the right frame of mind if we, the progressive manufacturers, and I know that 95 per cent. of all the manufacturers are progressive, do not want to suffer for our sins. The very experience that was pointed out by this gentleman a minute ago I have found time and again in various factories. Employers have said to me, "Well, but the workmen will take away the safeguards; they will not work with them." I know that is true in many cases, sometimes properly and sometimes improperly; some accident prevention devices I have seen installed in some places were not fit to use, and again a good many fit ones were removed by the employes. It requires, more than anything else, the right spirit. There is no mechanical science or skill that will make up for the right spirit. We all know if we don't like a certain thing we will never see any good in it, and, therefore, we must have a broad mind, open to conviction; we must know, we must have technical experts who can tell us whether a safety device is suitable, whether it ought or ought not to be used. But even in the best countries they have found a great deal of trouble. For instance, Germany is at the present time contemplating a law which would make the wilful destruction or removal of safety appliances by either employer or workmen a penitentiary offence. You can see how far some countries have had to go in that direction. I am the last one to advocate anything as radical as that here, but I do say to you, the psychological side of this is just as great as or greater than the mechanical or business side—to get into the right spirit.

We all know if we can only reduce the present accidents by ten per cent. it means millions and millions of dollars in addition to thousands and thousands of lives and limbs preserved. We know from the best experts in the world that it can be reduced as much as 50 per cent. I am not saying which accident prevention devices are good and which are bad. You have all the talent that you want to determine that sitting right in this room, and you surely have it in greater Canada. Therefore, if you only get together, if you have the right sort of Committee with the right sort of advice, you can determine what is good. Every manufacturer is so busy attending to his business he has no time to determine what he can or cannot use, or how he ought to instal proper medical first aid arrangements, and so on. I am not advising you even to go into the insurance business or into the inspection business, but all these things can be done, and you have shown in the fire prevention department that you can do good work. This follows the same line. It is only one of the things that each and every one of you have to meet in business every day. We have not had to take it up in the past, and that is why we feel sort of afraid of taking it up. There is not one here in this room if he was told, now, you must secure ends, or, if he was told, if you don't prevent these accidents it is going to cost you so much in the next year, but what I warrant those accidents would be prevented, or at least those that are preventable, and the others ought to be compensated by co-operation.

A Contributory System.

I am the strongest opponent of charity in that direction. The workman ought not to have any compensation to which he has not contributed. He ought to contribute to it because I have shown you by facts and figures that he is responsible for a certain number of those accidents. The employer must contribute because he is responsible for a certain number of them, and the state ought to contribute because at the present time the Courts of the state are clogged up with a great many cases which cost the state an enormous amount of money every year. The state ought to contribute to push those cases out of court and have them adjusted man with man. I said to you yesterday I was present in two arbitration courts in Germany. All the cases were arbitrated by a commission consisting of one judge of a regular court, two employers elected by the Employers of the Empire, and two workmen elected by the Workmen of the Empire, and I saw 48 cases handed down. I was allowed to be present every minute, when arguments were made even in the Commission, and among the 48 cases there was not a solitary one that was not handed down unanimously by all five. There is the proper spirit, gentlemen, and if we get into that spirit we will outdistance Germany as far as we have outdistanced them in a good many other ways.

I am sorry to come here and tell you who are faithful Canadians, and necessarily faithful to the British Crown, that the English law is the worst law that has been created in that particular direction, and in the past we have followed it because most of us can read English, and most of us can't read anything else. I say to you, if we deal with this question on the same broad lines that we are accustomed to follow in all our other business connections, we will settle it, and settle it mighty quick, but to-day is the day to start. If you leave this Convention without appointing a proper Committee, and give that Committee power to act, then, gentlemen, you ought to have your fingers burned. I haven't anything further to say. (Applause.)

Thanks Mr. Schwedtman.

Mr. Gourlay.—At this stage I have roughly drawn up a resolution which I will ask the Secretary to re-draft, but which I would like to submit now. I think it will meet with the spirit of every member here present, and every member who was present at the meeting last night. That the hearty thanks of this Association be tendered to Mr. Schwedtman for his very able and valuable addresses, and that the courtesy of the American National Association of Manufacturers in permitting their Chairman to lay before us the result of their admirable expert investigation in the matter of accident prevention and compensation be suitably acknowledged by the Secretary of our Association. (Applause.)

The President.—I have much pleasure on behalf of the Association in tendering you that vote of thanks. I need not ask them to vote on it, but you may be sure you have the hearty thanks of the whole Association, and I am sure that Mr. Murray, our Secretary, will write you a note and convey that to you and your Association in the proper way. Per-

sonally I am very much obliged to you, and personally I would say, and I am sure many of the other manufacturers here will say, that if you come and see them they will be glad to give you the opportunity of going over their plants and giving you further their special and personal advice and assistance. (Applause.)

Mr. George.—Might I ask if there is any published form in which Mr. Schwedtman's remarks and illustrations which we saw thrown on the screen could be available to members?

Mr. Schwedtman.—I am no book agent. The results of our investigations are published in book form by the National Association of Manufacturers, and of course it is illustrated in a great many ways. This is a subject in which new developments happen every day, and our book was gotten out nearly six months ago, and a good number have happened since that time, but I believe our book, which is called "Accident Prevention and Relief," and which can be purchased by writing to the National Association of Manufacturers, 13 Church Street, contains the very latest information so far as published. I will not guarantee it is the latest word said on this subject in the next month, because we are hard at work in compiling new material.

I want to assure you all again that this is all a work of love, and as a man said at a recent conference in Chicago, after listening to me awhile, "I don't know, Mr. Chairman, whether it is what Mr. Schwedtman knows, or whether it is his Dutch accent, or whether it is his spirit, but I think it is a sort of religion with him, and I think he is more of a religious revivalist than an accident prevention expert in the way of a missionary" I want to say to you, you can show your appreciation of my coming up here best by giving me plenty more work, because if I can lie down some day and die and know I have been instrumental in the smallest degree in settling this, one of the greatest questions between capital and labor, between employer and employee, if I can go to sleep feeling that I have done a little in that direction, it will be one of the sweetest thoughts to me. (Applause.)

The President.—Is there any further discussion, or are there any questions arising out of this Report as to which there is a motion to adopt?

Mr. Roden.—I understand from this Report that a Committee will be appointed by the Association to take up this question. The Report recommends it; whether that is the intention of the Resolutions Committee I don't know, but I am very much impressed by the remarks made by Mr. Schwedtman. At a dinner given to Earl Grey at the National Club, he made this one remark, that Canada, to be a strong, progressive nation should be one of the leaders of the world in new movements, and should not wait to get lessons from other countries, should take the initiative; and as Canada is represented largely by the Manufacturers' Association, I believe it is our duty to take action in this matter.

Mr. Fleming.—Mr. President and gentlemen, the whole idea of this Committee in connection with this subject has been to have a strong Committee appointed in whom you have absolute confidence and whom you will allow to handle this question just the way they think is the proper way to handle it in your interests. You can easily understand that there are a great many things in regard to this question that we hardly wish to speak of here to-day, but the Committee have had the subject under very careful study and they would ask you to acquiesce in this matter of appointing a strong Committee to handle the whole question. The names will be submitted to-morrow morning after they have been put through by the Resolutions Committee.

The President.—Is that satisfactory, gentlemen?

Voices.—Carried.

The President then put the motion to adopt the Report, which, on a vote being taken, was declared carried and the Report of the Parliamentary Committee adopted.

The President.—We will now take the Report of the Committee on Technical Education, which will be presented by the Chairman, Mr. Howell.

REPORT OF TECHNICAL EDUCATION COMMITTEE

A SURVEY of the past year's activities in matters pertaining to industrial efficiency reveals nothing of more importance to Canadians than the searching inquiry which the Technical Education Commission has been conducting, both at home and abroad.

It will be recalled that the action of the late Government in creating this Commission followed only after several years persistent campaigning on the part of the Association. Indeed, it was for the express purpose of securing the appointment of some such body that the Committee now reporting was first called into being in 1904. The numerous difficulties that were encountered, and the manner in whch they were overcome, are matters of record with which this Convention is little concerned, except for the permanent satisfaction it must give the Association to have pioneered to a successful issue a movement of such far-reaching importance.

With the completion of this self-imposed task, your organization might have well afforded to rest itself content. Its ambition had been doubly realized; not only had the Federal Government been persuaded to enquire through a Commission into the needs and present equipment of Canada respecting industrial training and technical education, and into the systems and methods of technical instruction obtaining in other countries, but public sentiment from one end of Canada to the other has been quickened to a more lively appreciation of the value of technical education as a factor in promoting our social and industrial welfare. From such a beginning results were certain to follow, and the Association might have justified itself in allowing further developments to take care of themselves.

You chose to look upon it in the light of a duty, however, to facilitate the enquiry of the Commission in every possible way. Your Committee, therefore, have willingly put forth their best endeavors in that direction, and throughout the year have done everything in their power, first, to secure for the Commission free access to our industrial establishments, thereby giving them the setting of their investigation, and second, to arrange for the widest possible presentation of the views held by individual manufacturers and employers of labor.

Supplementing the latter, they submitted a memorial to the Commission embodying the concensus of manufacturing opinion as they understood it.

Happily the plan which the Commission adopted for collecting data and hearing evidence was a most comprehensive one, embracing as it did visits to practically all centres of importance from the Atlantic to the Pacific. To the credit of our Association, it should be stated that everywhere the response of our members to the call for assistance was both prompt and cheerful. Anything they could do, whether by supplying needed information, or by expressing their own individual opinions, or by enabling employees to express theirs, was done with a spirit which the Commission itself has acknowledged to have been encouraging and inspiring.

With the views thus advanced by members in different localities and in different trades we are at the moment but

little concerned. Necessarily there was considerable divergence of opinion with regard to th manner in which the country's needs could best be met, but in the matter of those needs themselves there was but one opinion expressed, viz., a unanimous feeling that something should be done, and done at once, to ensure a more economical utilization of our natural resources, and to enhance the industrial efficiency of our working people.

The main object of this report is to invite the consideration of the Annual Meeting to the memorial which your Committee submitted last October as representing the official views of the Association, and which has gone into evidence as such. Should you deem it advisable to add to it, or to modify it in any way, an opportunity to do so will be afforded in the course of the next two months, so that a careful perusal of same at the present juncture may prove very timely.

Omitting the preamble, it reads as follows:—

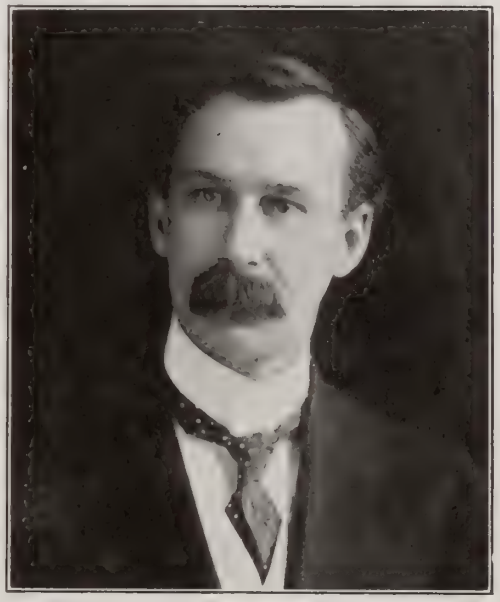
1.—Decline of Apprentice System.

The widespread desire of manufacturers the world over for technical education during the past generation is due almost altogether to the decline—indeed, one might say the breakdown, of the old apprentice system. Wtihout fully tracing the causes, with which your body is already familiar, of the failure of the time-honored method of educating journeymen to meet the requirements of modern industrialism it may be accepted as a fact. Even in these trades in which it still exists nominally, it is rendered useless by severe limitations placed on it. In the moulding trade, for example, the regulations in this city demand that there shall be only one apprentice for every eight journeymen. As the period of apprenticeship is fixed at four years, this means that a full generation must elapse before there is a new journeyman to take the place of an old one. Admitting for the sake of argument that death was the only source of removal of a working journeyman in that period, the ratio is still out of all proportion. Actuarial tables show that a journeyman moulder lasts much less than 32 years. But when we take into consideration the fact that many moulders desert their trade for other occupations, develop into foremen, or commence business for themselves, the result of the restrictions is apparent. Owing to the exceptional opportunities offered to all classes of Canadian citizens through the rapid development of Canada, particularly in the West during the past ten years, your Committee believe that the number of journeymen who desert their trades is higher in Canada than in any other country. This condition will in all probability prevail for another generation. Every year when the Homeseekers' Excursions are announced large numbers of employees to the factories of Eastern Canada desert their occupations to go West and become farmers or make their living in some other way. This makes the restrictions on the apprentice system even more onerous than they otherwise would be.

2.—Need of Completely Trained Managers.

Even were the apprentice system in good working order today, it is doubtful whether it would fully meet the demands of the highly-specialized industries of this century. The greatest difficulty manufacturers have to face is the securing of competent, well-trained mechanical experts to act as foremen, superintendents, managers, etc. Such men must not only be well up in actual trade practices, but must also know the theory of their work. The old apprentice system could meet the first requirements, but it would have to undergo important modifications to fulfil the second condition. It is probable that it could be developed so as to provide theoretical training if it were free from restrictions. This has been amply demonstrated by the splendid systems developed by several firms in United States, notably the Brown & Sharpe Machine Co., of Providence; The General Electric Co., of Schenectady; The Baldwin Locomotive Works, Philadelphia; The Hoe Press Co., New York City, and several others. We would request that the Commission devote special attention to those systems when visiting United States. They show in a very practical manner how theoretical training can be co-related with shop practice.

It is the dearth of competent executive men for the shops that impairs the industrial efficiency of Canadian factories more than anything else. Very few of these men can be recruited from the mechanics of this country, because of the lack of technical education facilities. It is true these facilities are supplied on a limited scale by a few Canadian firms, but the movement has not developed far enough to improve conditions to any extent. The result is that many of the factory executives, as well as many of the highest paid artisans, are recruited from the industries of Great Britain and United States, where technical education has been established for many years. The system to be adopted in Canada should aim primarily at remedying this evil.



MR. J. S. McKINNON

(S. F. McKinnon & Co., Ltd.)

Chairman Technical Education Committee 1911-1912

3.—Provide Technical Courses in Secondary Schools.

Your attention has already been directed to the fact that our educational systems are devoted almost entirely to preparing pupils for commercial or professional careers. Very little effort is made to interest the pupil, who, when a certain stage in his education is reached, fails to respond to the effort of the teacher. This pupil is not to be condemned as an idler at once. Very probably his awakening mind is attracted by mental food other than that offered him in the rigid curriculum of our present system. He may desire to work with his hands and through a different system could easily be interested in studies which would tend to guide those hands in their work. This pupil should not be turned out of the schools in a dissatisfied frame of mind. He should be retained until definite convictions have been reached as to what purpose he shall devote his life.

Under our present educational system many pupils are driven by the system itself or by their parents into commercial and professional life, who would be much better suited

for executive positions in our workshops. Too often parents do not realize the prizes that are available in industrial life, and only in recent years have our educational authorities awakened to the fact that the educational system as at present devised tends to take the youth of the country away from industrial life.

The question presents itself—How can he be retained under the beneficent influence of discipline and study longer? We would suggest that some plan be adopted along the lines recommended recently by the Senior Principal of Toronto High Schools, to whose report we would respectfully suggest the Commissioner's attention. Preliminary courses in technical education to fit in with the practical work of the manual training schools, perhaps, might be provided in the higher classes of the Public Schools, and in the lower forms of the High Schools. These courses should be arranged as far as possible to reach the pupils who are dissatisfied with the ordinary "book learning" courses and whose wish it is to learn a trade.

4.—Shop Practice.

In connection with these preliminary courses, advanced courses in technical training should be established in separate buildings. These schools would have the same standing as the present high schools, and should contain shops where actual trade practices could be taught.

5.—Night Classes.

Night classes should be given in the advanced schools for the benefit of those who cannot afford to remain in school in the day time beyond the time necessary to take the preliminary courses. These night classes should be continued over the entire year as far as possible.

6.—Provide for Individuality of Pupils if Possible.

In drawing up the curriculum for the preliminary and advanced courses, provision should be made if possible to give greater scope for the individuality of the pupils. This would tend to produce the type of men required to fill executive positions in our industries probably more quickly than any other means that could be adopted. It is recognized, of course, that too much freedom in this direction might defeat the object in view. It is also recognized that the development of the system along these lines would prove expensive, but it is hoped that something may be done in this direction.

7.—Question of Cost.

The question of cost naturally looms up in considering the problem of technical education. It must be recognized that the development of technical education is going to cost a considerable amount, but we feel that it will be money well spent, and hope that when the report of your honorable body is published it will educate the citizens of Canada in this direction. In this connection it occurs to us that the larger cities and municipalities should not be expected to provide facilities for technical education for all the territory in their vicinity as seems to be the case at present, unless provision is made for outside financial aid. It is recognized, of course, that the biggest schools will be situated in the big cities and that many of the pupils will come from outside the cities. We feel strongly, however, that Federal and Provincial aid should be provided. This method has been followed with great success in the United States, Germany, and other countries, and should be adopted here. Otherwise the bigger municipalities will shrink from providing the funds for the erection and equipment of proper schools.

8.—Native Canadian Industries.

There are few things which cannot be made in Canada to advantage; therefore, every industry should be considered. Those now established will naturally have the first claim upon your attention, but you will doubtless take into special consideration the development and establishment of those industries whose raw material is a natural product of Canada.

9.—Alternating Classes—Shop and School.

In connection with the advanced schools provision should be made, wherever feasible, for the establishment of courses of study in which two divisions of the pupils alternate in shop and school work. In some industries, local manufacturers can be found who will co-operate in arranging these courses, which have proven most beneficial and successful in certain United States cities. The pupils spend, say, two weeks, in certain school and laboratory work, and then go to a factory for two weeks, where they see an exemplification of the processes they have just studied. Their place in the class room is taken by another division, who follow them again in the factory, and so on. The method lends itself admirably to the development of thoroughly-trained mechanics, and is calculated to hold the interest of the pupils who have special aptitude along mechanical lines.

10.—Local Conditions to be Considered.

As far as possible the technical education facilities in any section of the country should be developed along special lines to meet local requirements. There should be a certain amount of latitude allowed the educational boards of the different municipalities so as to enable them to suit the courses they offer to the industrial requirements of their vicinity. The desire for uniformity should not be pushed to extremes.

Apart from the preparation of this statement there has been very little for your Committee to do during the year. Obviously nothing was to be gained by attempting to further the projects mentioned in the reports of former years, because of a general desire to await the result of the present investigation and to shape future actions as far as possible in accordance with any recommendations the commission might have to offer. The report proper, therefore, ends at this point.

Believing, however, that as a matter of information, it will be interesting as well as profitable to members to learn what some provinces are doing towards forwarding the cause of industrial education, your Committee have prepared the following review which they beg leave to present.

Progress in Quebec.

During the year the construction and equipment of the new technical schools, founded by the Provincial Government at Montreal and Quebec cities, have been carried forward to completion and will shortly be formally opened. Built on a most elaborate scale, and fitted with all the equipment necessary to prepare young men for industrial careers, these schools will be of great assistance in solving the difficulty in securing skilled mechanics in the Province of Quebec. The workshops are laid out in exactly the same manner as the shops in an industrial concern, and are provided with machinery both modern and complete.

Instruction in the schools will be given either in French or in English as required, and classes will be held during the day and in the evening. The day classes are organized principally to give young men who have recently finished their ordinary school education, a good preparatory technical education, before entering a trade, and the instruction is both theoretical and practical. The evening classes will be of an absolutely practical nature and will aim to give workmen or

apprentices already employed the technical knowledge which may help them in their calling.

Although not yet formally opened, classes are being carried on in the school at Montreal, and endeavors are being made to interest the manufacturers of that city to encourage the attendance of their employees at the evening classes. It is hoped that all members of our Association will give every assistance in this direction. Each school is under the direction of a committee of business men. They have been founded by the Government of the Province of Quebec, which has provided the buildings and equipment, and which also grants an annual subsidy towards maintenance, while the cities of Montreal and Quebec also make annual grants for maintenance.

Technical Education in Ontario.

But it is in Ontario perhaps that the most rapid advances have been made in providing facilities for technical education in the past year. Several months before the Dominion Government appointed a Royal Commission of Enquiry on Technical Education, Dr. Jno. Sneath, Superintendent of Education for Ontario, made a six months' tour through the principal industrial centres of the United States, Great Britain and the chief countries of Europe, with a view to securing first-hand information as to the methods adopted in providing industrial training for the youth of these countries. A comprehensive report, comprising the results of his investigations and the recommendations he made in the light thereof, was published by the Department of Education early in the year, and attracted favorable comment.

But the Ontario Department of Education did not stop when the investigation was finished and the report handed in. Dr. Sneath's recommendations took practical form in an Act known as the Industrial Education Act, which was passed at the last session of the Ontario Legislature, and which supersedes all previous legislation affecting education for industrial purposes.

Briefly, it provides for three kinds of schools in which vocational training can be secured, viz.: Industrial, Technical and Art Schools. These are the only schools which can now be established and maintained at public expense. The scope of the schools that may be created under the Act is briefly defined by the Department of Education in a recent circular as follows:—

(1) General Industrial Schools for instruction in such subjects as may form a basal preparation for the trades, including work-shop practice, with correlated drawing, English, and practical mathematics and science, and continuing the essential subjects of good general education.

(2) Special Industrial Schools, providing for instruction in the theoretical and practical work of particular trades carried on in the city, town or village, and when deemed desirable in the essential subjects of a good general education.

(3) Technical High Schools and departments of High Schools for the training of duly admitted High School pupils for minor directive positions in industrial establishments.

(4) Co-operative Industrial Schools in which and under such conditions as may be agreed upon between the Board and the employer; (*a*) apprentices, whether articled or not, employed in the workshops may receive in the day schools instruction bearing upon their trades; and (*b*) pupils attending the day schools may receive practical instruction in the workshops.

(5) Schools for instruction in the Fine and Applied Arts.

(6) Industrial, Technical and Art Evening Schools, in which workmen and workwomen employed during the day may receive theoretical and practical instruction in their trades.

The Act is also important in that it provides for an Advisory Committee, which shall control and manage these schools. Six members of the Board of Education in the municipality establishing such schools, and six others, not members of the Board, three of whom are employers and three employees, in connection with the manufacturing and other industries carried on in the locality, shall constitute the Board. It is assumed that these representatives shall have an expert knowledge of industrial conditions in their municipality.

The qualifications for admission into any of the schools are very generous, and will enable practically all mechanics to participate in the benefits derived from the establishment of the various kinds of schools defined above. The Department has made generous financial provision for the system of technical education, which it hopes to develop under the new Act, and will add to the grants made this year in the future as the progress of the Movement warrants.

In connection with the Industrial Evening Schools financial assistance, with respect to salaries, will be rendered municipalities maintaining such schools on the following



MR. W. H. CLARKE

Vice-President for Alberta and Saskatchewan

basis: In cities with populations of 150,000 and over, one-third; in other cities, one-half; in towns, two-thirds; and in villages, five-sixths. Assistance will also be rendered in the matter of providing equipment in proportion to the amount voted for a similar purpose by the municipality.

Several municipalities have already reorganized their Boards of Education with a view to taking full advantage of the terms of the new Act. The city of Toronto was about the first to do so, and three of the members of the Association were chosen to represent the employers on the Advisory Committee. The cities of Brantford, Hamilton, Berlin, and several other places have also formed Advisory Industrial Committees in accordance with the terms of the Act, while still others are preparing to do so. Judging by the progress made in providing better facilities for technical education in Toronto, the creation of the Advisory Committees seems well calculated to bring good results.

It should perhaps be noted that no Industrial Evening School will be recognized by the Department of Education which has not a total enrolment for each of (1) men and boys and (2) women and girls, of at least ten members in

regular attendance from the beginning to the end of each term, and the school must be open for at least two hours on each of at least two evenings a week. It is also provided that all the subjects of the courses shall be so taught as to have a direct application to the industries of the locality.

The following is the list of subjects prescribed for boys and men in the Evening Schools:

A. Freehand drawing, mechanical drawing, architectural drawing, design, modelling, wood working, metal working, electrical working, building construction, printing, plumbing, physics, chemistry, mechanics.

B. Workshop mathematics, estimating, business English, commercial work, first aid.

Realizing the important bearing of technical education on the proper development of the youth of the Province, the Department has appointed a Director of Technical Education in the person of Dr. F. W. Merchant, M.A., who will have general supervision over all the courses studied in the different schools contemplated in the Act, and whose endeavor it will be to carry out the provisions of the Act, with a view to securing the best possible results. Dr. Merchant is leaving shortly for an extensive tour, in which he will study the working out of the systems of technical education in the countries having the most progressive schools, in order that he may have the fullest knowledge to guide him in the development of the proposed system in Ontario.

Technical Education in Manitoba.

In Manitoba much progress has been made during the past year. A Royal Commission appointed by the Provincial Government has studied the requirements at home and the methods adopted abroad. While the report of the Commission will not be published till next year an impetus has been given to the movement throughout the province.

For some years the Winnipeg public schools have provided courses in elementary handwork in the junior grades bench work for boys, and sewing and cookery for girls in the senior grades, and other schools are beginning to follow their lead. During 1911 the Brandon School Board installed full equipment for similar work, while St. Boniface equipped for elementary handwork and manual training, and Portage la Prairie and Dauphin introduced elementary handwork. Teulon Consolidated School also introduced elementary handwork and manual training, and some phases of the former are provided in many rural schools as well as in some other town and village schools.

The city of Winnipeg is building two technical high schools at a cost of $750,000. In these all pupils will be introduced to certain trades, and those intending to follow a trade will later specialize in that trade. Evening technical classes will be provided for apprentices and journeymen who wish to improve themselves. These schools are to be ready by January 1st, 1912.

Courses in civil and electrical engineering are provided at the University of Manitoba, and there is an agricultural college which is second to none in Canada.

Technical Education in Nova Scotia.

During the year 1910-1911 the scope of technical education in Nova Scotia has gone on steadily. New evening technical schools have been established in two industrial centres, Truro and Yarmouth. There are now twenty-two manufacturing or coal-mining communities in which evening technical schools are offered. In nearly every place where such classes have been established the number of students has increased every year. The attendance at these schools is purely voluntary for the most part, so that an increase in attendance means that it is increasingly apparent to the mechanic that he must acquire a higher order of education and a greater industrial attendance if he wishes to rise to the higher positions in his vocation.

The successes of some of the graduates of the evening technical classes has also induced many new ones to take up the work.

A much heartier co-operation of the manufacturers in Nova Scotia with the technical schools is growing up, being evidenced by the fact that a considerable number of employers now make it compulsory for their apprentices to attend technical classes. Some of the more advanced employers are now considering the adoption of improved apprenticeship systems with compulsory attendance at technical classes for six or eight hours a week in the day time under a competent instructor, who has both scientific training and practical shop experience.

The progress of education is never meteoric and technical education is no exception. Through the working of the widespread technical classes for the large mass of artisans, the whole people are coming to realize that there is no money better invested than for the education of the skilled craftsman thereby also training a more independent, intelligent citizen of the future.

Respectfully submitted.

G. M. Murray, *Secretary.* Geo. A. Howell, *Chairman.*

Mr. Howell, in moving the adoption of this Report said: I wish to refer to one or two things that have come before the Convention. The first is the suggestion by Mr. Younge that scholarships should be provided by the Association in connection with University work, to which our President so quickly responded. That is certainly a wonderfully good thing. I only wish to impress upon the Association the necessity of not forgetting technical education when these scholarships are arranged for: that is, there should be scholarships in technical education as well as scholarships in University work.

Mr. Murray this morning forestalled me in making the suggestion of an Educational Secretary for the Association. I was very glad to have the suggestion come from Mr. Murray, the Secretary of the whole Association, rather than from myself, and I hope that the Association, when funds are provided, will take some definite and immediate steps in connection with establishing the best Educational Secretary or Technical Education Expert. There is certainly a great work for a man to do for the Association if he can be appointed, and given a free hand and proper financial support.

Mr. Schwedtman said he was not a book agent. I am not a book agent, but I want to bring to the attention of the Association a book that is wonderfully good in connection with this matter, which is entitled "Education for Citizenship," published by Rand, McNally, in Chicago, under the auspices of the Civic Club of Chicago. It is one of the best things in showing the great benefits of technical education in making good citizens I have ever seen, and in connection with the matter that has just been brought before us, that is the prevention of accidents, there is no one thing outside of safety appliances that will have as much effect in preventing accidents as proper technical education. A man with skilful training is not nearly so likely to meet with accidents as a man without. I have much pleasure in moving the adoption of this Report.

Mr. McCullough.—I take great pleasure in seconding the adoption of this Report. I have no observations to make excepting to say in Hamilton a body of manufacturers are very keenly interested in co-operating with the technical school there in developing along practical lines that insti-

tution. I think perhaps we may be deemed amongst the pioneers in this movement, certainly in Ontario, and as to the success of the school in Hamilton, while it is not all it should be, for the simple reason that the question is not properly appreciated as it should be anywhere, it is a pleasing thing to-day to see the great interest that is being taken in the centres of population in this country in what I think is to be the biggest question before the Canadian people, that is the question of Technical Education; and I do believe that this Association will do well to do everything it can, to use its greatest power and influence in assisting in this great work, and I trust that the report to be brought in and laid before the people of Canada as a result of the work of the Commission, of which our esteemed Secretary is a member, will lead to a great awakening on this great question, because if we are to hold our own it is largely to be attained by the efficient training of those men and women who enter into the workshops of our country and who are efficient in the highest sense.

Responsibility with Manufacturers.

Mr G. Y. Chown.—I should like to emphasize a word brought out in the Report that perhaps has not caught the attention of the members, and that is that the possibilities of Technical Education are now, as far as Ontario is concerned, in the hands of the manufacturers of Ontario. The recent law passed by the Ontario Government provides that in any community where they want Technical Education the manufacturers can come together, and a committee will be formed of six members of the Board of Education, and six members, three of whom shall be employers and three of whom shall be employees, and they can go on and have any form of Technical Education they wish, with the further provision that the Government will give one-half of the cost of equipment and one-half of the cost of maintenance in any town of less than 150,000. This provision has been passed since our last meeting, and we are now able as manufacturers to take steps for Technical Education in connection with each community as desired.

There is another point which I would like to mention that has been brought forward by the Superintendent of the Technical School in Hamilton under which the entrance requirements have been reduced for entering into the School of Practical Science in Toronto and the School of Mining in Kingston for all employees in Ontario. The matriculation requirements of the University at present require matriculation to be taken all at one time. Any employee who brings the proper certificate can divide the matriculation requirements into four separate examinations, and in this way anybody who is employed in a factory or commercial work is able to get an entrance into the higher technical schools of the province.

I would like to point out another matter which has not perhaps been brought to the attention of the members, and that is that there was established what we call a shop test for the workings of the different larger universities in America and in Canada, and as a result of this shop test of efficiency of work done the physics department of the University of Toronto, School of Practical Science, was proved to be the most efficient department of any practical science department on the American continent. I think that is a great compliment to Toronto.

There is one other point, and that is the assimilation between practical science, higher education and the work in the different factories. It has been common in different Universities for years past to require of their engineering students, students in civil engineering and other lines, that they shall go under canvas and be trained in surveying and such like, for different periods, so that they will get the practical experience. The Universities are now taking a step further in the department of mechanical and electrical engineering, and they are requiring that each student during his course shall spend a period of at least three months in practical shop work, that is, be shop employees in factories so that they may obtain practical shop experience during the year as their course progresses. These movements, I think, are all tending to the advancement of that which this Association so much desires, an increased efficiency in employees.

Work of Toronto.

Mr. Fairbairn.—Your Report makes kindly reference to the work of the Advisory Industrial Committee of the City of Toronto. As Chairman of that Committee I beg to acknowledge the compliment you pay us, with this object in view, to get your further co-operation with us in the work which has been undertaken. Just a word about our school here. As you know we are now working on plans the carrying out of which will depend upon the man we have at the helm. We made the selection of a good man, Dr. McKay. At first there was some thought that there would be a good deal of criticism because of the salary which we attached to the position. In all our school matters throughout the province they are all conducted on the one plan of too strict economy in regard to salaries. We are paying to an individual principal there I believe, more than any other principal in Ontario, anyway, a matter of $5,000. When that announcement was made there wasn't one word of criticism from any of the press in this city, and this city is paying for it; for this reason, we are giving them good value for their money. That is the basis on which we are trying to carry out the entire work of that Advisory Industrial Committee in this city. This is our first week of night school work, and we have already over 1,400 students who have applied for admission in that one school. You see what that means, that we have for the future to provide not only equipment and buildings, but buildings scattered throughout all the cities and all the province. We are taking the stand in Toronto that we want to make Toronto the headquarters. With all due respect to Hamilton, we want to make this the centre of Technical Education for Ontario, and working on this line we want every opportunity we get to express our appreciation of the way in which the Department of Education under Dr. Pyne is working with us along the best possible lines for the development of this work. We as members are always ready to criticise, and I believe criticism is good, but when they are doing good work let us give them the credit for it. The way we want you to give them credit for it is this; they have recognized the Manufacturers' Association in the new act in this way, by asking the Board to appoint three members. I personally undertook the formation of these Committees. I asked your body here to appoint three members, and they did; we asked the Trades and Labor Council, and they did the same; and these men are doing yeoman work, they are working splendidly together; and I might further add, at our National Exhibition, the Trades and Labor man, in speaking of this question, spoke of the cordial relations which now exist between capital and labor. This is one of the points that is bringing it about.

The point I am getting at is this, the Government is doing something for you. You have asked them to do things. The Dominion Government has sent their Commission abroad. Dr. Seath has brought down one of the best reports, and I don't know whether Mr. Murray will agree, but I think it will be rather difficult for the Dominion Commission to very much improve on that. Now, we want more hearty co-operation, more actual co-operation of the manufacturers themselves than anything else. It is a case of more money again, and you have got it, and we want you to put it up. You asked for these things; now we want you to show your appreciation, and as individuals I would like you to give an instruction to

this incoming Committee to see to it that our manufacturers take it provincially, as our system is provincial, and let them raise a fund sufficient in every province where technical education is being carried on to grant diplomas or medals or whatever form your Committee may suggest in order that the pupils themselves will have some further inducement to take up this line of work. We must not forget that for years past the whole trend of our entire system of education has been towards the professions. Now, then, this new system is opening up an entire new phase in our whole public school work. We are right at that point now where we have to re-organize the entire system, working with three distinct branches of work, that is to the professions, our high schools as we have it, to the technical and to the commercial. Now, gentlemen, you are more particularly interested, it is very vital to you, in the matter of technical education. Encourage this movement by coming forward liberally and giving a substantial amount to be placed at the disposal of the various boards for competition among the pupils.

Mr. Edwards.—Mr. President, I think it is only fair to Nova Scotia to mention that that province has been perhaps the leader in technical education in the Dominion, in having a technical school and college well equipped for several years past, and attended by a large number of students from all parts of the province. That point was not mentioned in the Report, but I presume it came up in a previous Report which I didn't hear. But I just wish to mention that, that Nova Scotia possesses a technical school, well equipped, aided by the province, which carries on the work of the higher class of technical study to a point unapproached I think by any province in the Dominion.

Mr. R. Y. Ellis.—I must congratulate the Chairman of this Committee on his elaborate Report. We know what Reports are. Technical Education has gone on for several years, and we must not mix matters up in confusing this body with our local body. This body is a Dominion body, and, therefore, you will have to put your eyes on the centres, not only of the west, but also of the east. But if there is a body interested in Technical Education it is this body. There is not a man in this room who is not intensely interested in Technical Education. Now, what have the manufacturers done? It is not because you will not do it, it is not because you haven't the desire to do it, but because of the way the leaders of some organizations have mangled this question. We have come to a point now in educational matters when we are giving more attention than has ever been given to Technical Education. I have not seen this Report before. I didn't know exactly the composition of the governing body, but the body that should influence the governing of that school should be the manufacturers in my opinion. We hear a great deal about the antagonism between capital and labor. There is no difference—there should be no difference between capital and labor. The manufacturer can't do without the artisan, and the artisan cannot do without the manufacturer. They are one. You have three representatives on this board. If the labor element will recognize this one fact, and they will, they must recognize that we are one with them in this work; if we educate the artisan to obtain higher wages we are benefiting them, therefore we work together. It is true half of the body is a manufacturing body; the other half is composed of different gentlemen in the city who are interested in education, but the point I want to emphasize is, you appoint a Committee, how far will you urge that Committee and back that Committee up to accomplish something? Your representatives have been on Technical Education Committees before. It is no fault of yours that it wasn't on a more practical foundation, but it is the fault we all recognize when we get onto a Board—the difficulty of carrying out ideas. When you take what the City of Toronto has done and how year by year the taxes have increased, you must recognize that there has been no lack of desire on the part of the city authorities to help the technical school. But what are they going to do? It is all for nothing unless the foundation is good; unless they start and lay the foundation deep and well all this expenditure amounts to nothing. I do trust at this stage that our Committee, and the labor representatives with them, will exert a great influence towards laying a good foundation, and I can assure the Committee that the other gentlemen on this Board will work with them because they are anxious to do their best in this matter. There is so much to be said on it that I hesitate to get on my feet, but I do recognize the importance of this body not only endorsing the Report and appreciating it, but backing it up in some tangible way.

It is all very fine for labor men to talk of our manufacturers importing skilled labor. Where are we to get our skilled labor? What means have we of educating our labor men in the city? We have none. Their apprenticeship is done away with. We must educate skilled labor here as they do in foreign countries, and when we do that we benefit the artisan himself. The workmen are intelligent enough to know it is only a matter of getting together, agreement or no agreement, and that we are one in this matter.

GOOD WISHES AND GREETINGS.

The President.—I will ask your attention to something that has been held over. Mr. Van Bever offered a motion this morning respecting wireless messages to be sent to His Royal Highness the Duke of Connaught on his arrival and to Earl Grey on his departure, and the Committee that has been named to prepare these submit the following:

Earl Grey,

Care of Marconi Wireless Telegraph Office.

The officers and members of the Canadian Manufacturers Association assembled at their fortieth Annual Convention desire to express to Your Excellency on the eve of your departure from our midst their high appreciation of the way in which you have filled the high office of Governor-General of Canada.

Your Lordship, the Countess Grey and your amiable daughters have won and will retain the deep and true affection of all Canadians.

W. H. Rowley,
President.

Field Marshal,

His Royal Highness the Duke of Connaught,

Empress of Ireland.

The officers and members of the Canadian Manufacturers' Association now holding their fortieth Annual Session beg leave to assure your Royal Highness of their loyalty to the Crown and their affection for the person of His Majesty the King, and to offer a hearty welcome to Canada, and to express every good wish to Your Royal Highness in your high office of Governor-General of Canada.

W. H. Rowley,
President.

The above messages were received with applause and ordered to be sent.

Mr. Waddie.—Mr. President and gentlemen: With reference to the subject of Technical Education, speaking for the Hamilton Branch I may say that we have tried already to recognize the fact that it is up to the manufacturers not only to support financially the technical schools, but it is up to us to fill the technical schools. There is not the slightest doubt but that we will have no difficulty in getting the necessary funds. I think that the Provincial Government and the municipalities and the other bodies are quite ready to put up funds and

give all the equipment that is necessary, but we as manufacturers must do something to induce our help to attend the schools. The Hamilton Branch last year gave a grant to the Hamilton technical school to be divided up. Part was used to supply prizes of diplomas, and another part was used to supply periodicals or technical books which had the approval of the Committee, and this year we have recommended the same thing. On Monday last the Technical Committee of the Hamilton Branch visited the Technical Schools, and I must say we were a little disappointed to see the attendance; the attendance was very small, and it was hard work getting them to attend, and the principal and various professors or those in charge of the departments seemed to be feeling it. Now, there is not the slightest doubt that we have got to fill these schools, and it is a difficult thing to do. We have decided to try to work out some scheme in Hamilton amongst the manufacturers whereby certain diplomas or certain classes at the schools will be recognized in some way that will benefit the man financially. That seems to be about the only way to get at the boys now. The boy does not care; he does not look ahead; he is a youngster; and in the old days of the apprenticeship, and where it still exists, we are trying to work out some scheme where, by securing a certain diploma at the Hamilton technical school, he will cut off a certain portion of his apprenticeship. That is, if he starts at 75 cents a day, and has to put in a certain period, say a year, if he gets his diploma it will cut off three months. We are trying to work out something on these lines, and I would strongly recommend to the Manufacturers' Association—it has got to be treated as individual cases; each manufacturer has got to treat his own case—but I would strongly recommend that we get our thinking caps on and try to work out something on these lines, because we may urge for equipment and go down and see our schools and see they are equipped, but it is we, who are in personal contact with the men and women, who should post notices and induce our men to attend these schools, and not only to attend them, but to improve and obtain a certificate of efficiency, and we should take a certain interest in the way in which they attend these classes. I think the Technical Education Committee of the Manufacturers' Association might co-operate with the Branch Technical Education Committees to do something in order to draw up some plan whereby we can fill the schools. If we can get the schools filled or started the boys will attend, but it is a pretty hard thing just now to get them to go up there and spend their time unless they can see some financial advantage right away.

The Dignity of Labor.

Mr. Meadows.—It seems to me, Mr. President, that this Association can serve its day and generation very well by trying to impress upon educationists the necessity of teaching the boy the dignity of a pair of black hands and a black face. We have arrived at the condition in Canada to-day in which we exalt athletics, the value of being an expert baseball player or a lacrosse player, very much above its importance, and that for a boy to wear a pair of black hands and a black face is beneath his dignity.

Now, I can't tell you, Mr. President, with what delight I listened to the very able speech of Mr. George Y. Chown, of Kingston, the Bursar of Queen's University. It seems but yesterday—Mr. Chown, I know, will pardon this reference by me, who am now getting up in years—since I had the pleasure of seeing Mr. George Y. Chown walk out of his father's moulding shop with a pair of black hands and a black face, about as black as the material he was using. I have always considered it an honor that as a boy I learned a mechanics' trade, and I have never considered it very much below my dignity to walk through the streets with black hands and black face. Now, I think if Mr. Fairbairn and the Board of Education of Toronto and the other cities represented at this Convention will carry this fact to their respective communities, and impress upon the boys that it is not a disgrace to walk the streets of the various villages and towns with black faces and black hands, it will be something accomplished. I have never yet seen the time, not even to-day, when I would not consider it an honor to go into the shop and take part in the production of the different wares with a pair of black hands and a black face.

I might just say one word before sitting down. I congratulate this Association on the acquisition to its membership of such men as Mr. Chown, and I would suggest here that possibly his name might be mentioned as a member of the Committee on Technical Education for the coming year.

Mr. Henderson (Windsor).—Mr. President and gentlemen, I have listened with a great deal of interest to this discussion on Technical Education, but it seems to me that the term is somewhat misunderstood. I listened to what Mr. Chown said with a great deal of interest. I understand he is the collector for Queen's University. I don't know that you can quite call it a technical system of education which is given in our School of Practical Science in Toronto. This gentleman, Mr. Ellis, has rather taken the Tariff Committee to task. I have been watching very closely what the Tariff Committee has done for the last ten years, and I don't think there is anybody in Canada has agitated or done as much as the Tariff Committee of the Manufacturers' Association has done. It has borne fruit in this regard, that the Province of Ontario, I think, has been the first to take any step to advance Technical Education. It is now open, as I understand, to any place where there is a high school or a public school to undertake what I call technical education, that is, the training of boys to use their hands. We have heard a great deal about Hamilton and Toronto. I grant you that they are great centres. At the same time all the manufacturing of Canada is not confined to Hamilton and Toronto; the smaller towns and cities, after all is said and done, require technical education just as much as the large centres, and my idea of it is to supplant the system of education we have hitherto had. As much as I respect the system we have had in Ontario, yet I am inclined to think that instead of tending to teach young people to use their hands, as my friend suggested, it has driven them into the professions. As a matter of fact, the pupils in the high schools—I speak with due regard to what they have done—have had instilled into them somewhat that it is rather disgraceful to use their hands; the teachers have been teaching their pupils to make their living in the easiest way they can. In the Act passed by the Province any municipality can start a technical school whereby they can get the same education in using their hands as they can in the high school in using their minds, and if this is followed out I think it will result far more in the interests of Ontario than in turning out lawyers and preachers as we have. I would like to know whether any of us have put our sons in positions where they can use their hands? We are all inclined to put our sons in the professions. We forget that it is part of the curse that a man has got to earn his bread by the sweat of his brow, and there is no disgrace in labor. We have rather made a mistake.

Need of Skilled Workers.

But Canada must recognize the fact that, if it is going to maintain itself, it is just as imperative that we should have a workman who can use his hands as that we should have lawyers or doctors. When we recognize that fact, when we ourselves personally take an interest in the handicrafts, then we will have a technical education as we ought to have it, and as they have it in Germany. I don't think that I am a bit worse to-day for having used my hands. I worked from six

o'clock in the morning till six o'clock at night for about 25 years, and I don't know that I am any the worse off. On the contrary, I think I am a great deal better off. In season and out of season I have always preached the doctrine that the boys, instead of being taught to go into the professions, ought to be taught to use their hands, and if every individual member of this Association would make up his mind on every occasion to teach his own boys and instill into other boys that the greatest honor one can have is to teach his hands to create something and is the best education he can acquire, I am sure it will result in great good. I remember when it required seven years for certain things. That day is gone. You can't get a boy now who will serve an apprenticeship of three years, but if you take a boy young enough and teach him to use his hands and teach them to make things that boy will get a liking for the construction of things, and you will find the boy will drift into some handicraft. But there is no use taking men grown up, or boys nineteen, twenty and twenty-one and expecting them to go to night school; they won't do it. We all know what it is after they have labored all day with their hands. But start the boys when they are young and going to public schools and get them to have a liking for manufacture, then I don't think you will have any difficulty in technical education.

Mr. Fairbairn.—Just a word, Mr. President, in reply to Mr. Meadows in regard to the playgrounds part of the programme of technical education. We don't want any wrong impression to go abroad. The city of Toronto—I speak with authority—is prepared to grant their technical school boys a good playground and want to encourage them in play.

In regard to the black hands and face, it is one of the principles we try to instill in all factories that they provide their employes with proper facilities for washing face and hands before they leave the factory.

Mr. Robertson (Hamilton).—The gentleman on the other side took away what I wanted to say. One of the conditions that laboring men work under is that they are not allowed to leave the factory without washing their hands and face. If we are going to raise labor up to its proper dignity, one of the very first things to teach our employes is that they are to appear respectable on the streets.

Hon. Mr. Rolland.—A technical school was opened in the Province of Quebec a short time ago, and this school has been equipped with all modern appliances, and our president was one named by the Federal Government to make an inspection in Europe, and from his visit he brought the best machinery and everything to have this school the most completely equipped of any in the world. This school, which, as I say, has just been equipped and opened, has 60 boys now in attendance. Besides this Government school and besides McGill, which has a good number of students, we have the high school also giving evening classes in Montreal. At the end of the year the work of the scholars is exhibited and premiums are given by the manufacturers either in prizes or in medals in rewarding the work of the boys. We have not only these schools in Montreal, but we have them also in the different centres of manufacturing. These schools are paid for partly by the Government and partly by the municipality, and I have no doubt that in this movement which has been recommended here the manufacturers will give premiums in order to encourage the education of these men whom they have in their manufactories, and I insist on this point, that the manufacturers can do a great deal for the boys, and I hope this recommendation will be followed up and made practical by the manufacturers.

Incentives to Study.

Mr. F. J. Howell.—Mr. President, I have taken considerable interest in Technical Education for some years in Hamilton, where we had the first technical school in Canada. We don't want the Province or the Association to appropriate a large amount of money or make that the centre of Technical Education either, but I do advise you, if any of you have an idea of starting a technical school in your own section, to consider first very properly if you have the proper men to carry on such work, and, again, if you have students who will attend your classes. We have a school in Hamilton, well equipped, very well equipped, wood work, iron work, a first-class machine shop and blacksmith shop, and we can't drive the student into the blacksmith shop, because he gets his face and hands dirty there. We have a drafting room, where there are probably one hundred or so students. The great difficulty is to get a student in your technical school to really and thoroughly and honestly appreciate the advantages of Technical Education. The Department of Education have done very well and deserve great credit. The whole system of education so far has been to train the youth for the professions; to switch it from that to the dignity of labor is a tremendous turn about, and it is up to you, gentlemen, and not for the Department of Education, not for your school boards in your various municipalities, to spend your money and equip schools; that won't do the work. If every man here, instead of contributing from five to fifty dollars, as he would cheerfully do, to educate the young men of the country to-day to the dignity of labor, to the advantages of the high positions that are open in all your factories for skilled labor—I say if, instead of contributing your money and offering prizes for any such purpose, you would go to your sons, your apprentices, your employes and spend 15 minutes a week with one of those boys and point out to him the advantage of going to a technical school and taking the course in electricity, in woodworking, or drawing, or whatever the department may be that he may choose, you will be doing a work that is well worth your while. These diplomas are of very little value after all. The prize that you give a boy is some incentive, but the encouragement you will give him and the backing you will give him to learn his trade is where you can do infinitely the best work. I do not believe nature makes many misfits. I have no doubt many of us in this room are in the wrong business. Nature didn't intend you to be in that business. You got in it because at the proper time you went down street and saw a sign "Boy Wanted" and got the job and then became a manufacturer by accident. A technical school, properly conducted and organized and backed up by the manufacturers of the city, will obviate such misfits, if I may term it in that way, and the boy who has spent a year or two years in a technical school will know whether he wants to be a blacksmith, a steamfitter, or whatever it may be.

So that the point I want particularly to urge upon you is the importance of each one of you individually considering what your apprentice should be doing, and if you have a technical school in your locality encourage that boy to go there. Last winter in a certain room I don't suppose there were three students all winter. What do you think of that? Black face and dirty hands! The boy has been taught and his parents have been taught and his parents have encouraged it in him that the profession was the most respectable place for him to go and to grow up through the University. I don't mean to discount the magnificent and wonderful advantages of higher education. I am not saying anything against that for one moment. But there are thousands of boys, yes, hundreds of thousands of boys, in Canada to-day who are actually wasting their time in the

public schools because they are too clumsy; nature didn't intend them to be lawyers and doctors and professional men; but they would make eminent skilled workmen in your factories. We have in our school system at home a minor training class in the public school, training the boy from there up to the technical school and from that to the skilled workman. Encourage your apprentices and young friends to go to these schools, to take advantage of the opportunities there, and you will be doing a magnificent work for manufactures and for the welfare of technical education.

Mr. Gourlay.—Mr. President, at the expense of being considered too often on my feet, might I just emphasize what already, probably, has been done before, what mistakes we have had in the past in regard to our education running along one line, towards the professions, and how the Government in Ontario, together with Governments elsewhere, have awakened to the fact that it is a mistake and are beginning to see the wisdom of education along three lines, industrial, commercial and the arts. But, with the situation as we have it at present in connection with our various enterprises, it will take years to overcome the influence of the past system of education, and we are face to face now with a move on the part of the Government which means large expenditure and large support, and it is necessary that an extra effort be made to see that students take advantage of the opportunities that are being offered. An extra effort is necessary by reason of the fact that the whole trend of the past and the trend of our social life is such as in a measure to discourage the student who is at work from taking up a study of that nature. Then there is the fact that after putting in a day's work under present industrial conditions it is quite a matter for a young man or a young woman to undertake further study, which means labor.

Offer Scholarships.

There are one or two small suggestions I might offer for individual thought. In the first place, I think the present situation as it is in Ontario is not fully understood by our young men and young women in the various factories. They do not realize fully the advantages of the change in the educational system in some of our provinces, and the various technical committees would do good work in seeing that some simple, tersely framed creed regarding industrial life and the advantages of the municipality or locality for the boy or girl was put up in every factory, so that it would become a matter of knowledge, and, as they do in other enterprises, not only exercise our influence to get employes to take advantage of these present conditions, but also offer cash rewards. Supposing that six, eight or ten men in an enterprise devised a scholarship of ten, fifteen or twenty-five dollars a year given to the most successful competitors at the night schools and the most successful in your factories, and, in addition to giving them the knowledge that they can get by education, give them a money incentive to reward them for expert labor, I am satisfied in due time you will have a good many more students.

The President.—We have had a pretty extended discussion on this subject. I think after Mr. Burton, who is on his feet, has spoken we had better bring the matter to a close, because we have something else to do at five o'clock.

Mr. Burton.—Some 25 or 30 years ago in one of my trips across the Atlantic I was talking to a Swiss manufacturer and telling him I thought we were not in the right line in the way of education. "Well," he said, "what do we do? Our children in the primary schools are all taught very much the same thing, but when they go to the secondary school the parents must decide whether the child is going to be in a commercial or manufacturing or professional line, and consequently the secondary school training is entirely in accordance with what that boy is going to become." He said, "You know, look at our little country; we are only about three and a half millions of people; we have no coal and no iron, and I need not tell you we haven't any seaports. Now, what would your country have been if you had no coal and no iron and no seaports?" "Well," I said, "I don't know." He said, "Either we had to be ignorant and poor or we had to be well educated. We made up our minds we would be well educated. The village or town supports the primary school; the canton supports the secondary school, and the federal government supports the polytechnic or higher education in the university." I feel from what I have seen myself when I have gone into some of these schools that the Swiss system of education is second to none, not even the German. If we can take a leaf out of the little republic as to the way the children should be taught right from the start we would be doing something that would be worth while.

Association and Technical Education.

Mr. J. S. McKinnon.—Mr. President, it seems to me a matter that has been overlooked in this Technical Education is the great good that has been accomplished by the Canadian Manufacturers' Association in this matter. It seems to me, and I have some knowledge, that there has been no force in the Dominion of Canada that has done greater good along the line of technical education than the Association with which we are connected at the present time. I think this is a matter that has been overlooked in this discussion, and I believe it is a sign of the times of which we may well be proud that such an interesting discussion can hold business men from one end of Canada to the other in the study of what may be called a dry subject. It looks to me to be a very hopeful sign of the times. Those who have attended the Association meetings for any length of time know that a discussion upon Technical Education would have been, some time in the past, hardly listened to at all. At the meeting in Montreal some few years ago you remember that this Association was so interested in Technical Education that a resolution was passed granting $5,000 in order to forward this movement upon certain conditions, that the provinces would join in the matter, and it seems to me, sir, that one of the greatest triumphs this Association has achieved is the appointment of the Technical Education Commission, of which our Secretary is a member.

The President put the motion to adopt the Report, which, on a vote having been taken, was declared carried.

The Secretary made announcements re Exhibition of Industrial Art Designs from Royal College of Arts, South Kensington, England, and re banquet.

The President.—Gentlemen, this meeting is now adjourned till ten o'clock to-morrow morning.

(THIRD DAY) Thursday

Final Session.

The President—Gentlemen, it is ten o'clock. The meeting is called to order. Mr. Scully will make a few announcements.

Mr. Scully then made announcements with regard to visit to Canada Foundry Company, drive for ladies, theatre party, banquet tickets, and luncheon to be served at one o'clock to all delegates in attendance as guests of the Toronto Branch.

The President called upon Mr. Henry Bertram to read the Report of the Railway and Transportation Committee.

REPORT OF RAILWAY AND TRANSPORTATION COMMITTEE

YOUR Railway and Transportation Committee beg leave to submit the following report of the work upon which they have been engaged during the past year. Only matters of general interest have been included; questions affecting individual members have necessarily had to be omitted.

The year has been one of great activity. A number of changes were proposed by the railways which, had they come into effect, would have meant serious increases in freight charges. Some of these proposals had to be combatted before the Board of Railway Commissioners. Others were either settled amicably or are still pending with the expectation of a satisfactory settlement.

A careful perusal of the report will, it is believed, speedily convince every member of the importance of this branch of the Association's activities, including as it does questions regarding rates, freight classification, conditions of carriage, express tolls and the conditions applicable thereto, telegraph rates and the conditions limiting the liability of the companies, as well as the telephone service.

Freight Rates in General.

No changes in class rates of any importance have been made during the year. Such minor ones as have been made were for the purpose of alignment. The general bases were not disturbed.

Many special tariffs on commodities have, however, been revised as a result of the creation of geographical zones. These adjustments have resulted in reductions and advances to the advantage and disadvantage of those interested. Whilst an analysis of the tariffs shows on the whole slight increases, based upon the conditions which existed at the time of the change, it would be difficult to state whether or not the revision will result in increased revenue for the carriers, owing to the likelihood of changes in the movement of the traffic affected. Between points where the rates have been raised, the tendency will be for traffic to diminish, whereas between points where the rates have been lowered the tendency will be for traffic to increase, and each of these movements will largely offset the other.

Your Committee do not undertake to define what course the carriers should adopt in adjusting their rates, fully recognizing that the latter have a perfect right to initiate changes, and must of necessity do so from time to time. It should not be forgotten, however, that the tendency of such rate adjustments is to destroy the object for which commodity rates were established.

Freight rates, especially in Canada, must be elastic. If the free movement of commodities is restricted, it must eventually result in supplying the market from the nearest producing point. Fortunately, or unfortunately, so long as rate adjustments in the making are controlled by associations such as now exist, present conditions are likely to continue. Stability in rates is most desirable, and that has been the characteristic feature of the situation for some time past.

It is fair to say that the freight tariffs of our Canadian railways are much more comprehensible to-day so far as the public are concerned than ever before. There has been an apparent effort to consolidate and simplify the tariffs so that the shippers can read them and find out for themselves with reasonable certainty the legal rate between any two points.

Regina Rate Case.

The City of Regina applied to the Board of Railway Commissioners for an order directing the railways to reduce their class rates from Eastern Canada to Regina. This was really a complaint of discrimination in favor of Winnipeg and other points in the Province of Manitoba as against Regina.

After a number of public hearings, the Board ordered the Canadian Pacific and Canadian Northern Railways to publish and file new freight tariffs, to take effect not later than the 1st of April, 1911, removing the discrimination in the tariffs to points in the Provinces of Manitoba, Saskatchewan and Alberta from Fort William, Port Arthur and other points East thereof, in favor of Winnipeg and other points in the Province of Manitoba and against points West thereof, by reducing the rates from Fort William, Port Arthur and points East thereof to Regina, Moose Jaw and other points West of the said favored points.

The Board considered that an agreement made in 1888 between the Northern Pacific and Manitoba Railway Company and the Province of Manitoba was sufficient to justify the order.

The interested railways objected to the findings of the Board upon the grounds that such rates as were held down by virtue of the agreement referred to should not be used in determining rates from Fort William to Regina. Application was made by them to the Board for leave to appeal to the Supreme Court, and the same was granted.

Although an attempt was made, the parties were unable to get the appeal heard at the sittings of the Court last spring. It was, therefore, set down for hearing on the first day of the October sittings, which commenced on the 3rd inst.

The following is substantially what was submitted to the Supreme Court:—The Board has found as a fact that the reductions in the carriers' rates in Manitoba were caused by the action of the Northern Pacific and Manitoba Railway Company, which in turn was brought about by certain agreements with the Manitoba Government. The Board has held that the facts and circumstances above stated are not circumstances and conditions which under the Railway Act should be held to justify any difference of treatment between the localities mentioned, and the question for the consideration of the Supreme Court is whether the ruling of the Board is correct (a) with regard to the Canadian Northern Railway Company and (b) with regard to the Canadian Pacific Railway Company.

A similar complaint from Edmonton was disposed of by the Board in the same way.

If the order is sustained a general readjustment of rates from the East to the Middle West is likely to follow.

Vancouver Rate Case.

The Vancouver Board of Trade applied to the Board of Railway Commissioners on February 14, 1910, for an order directing the Canadian Pacific Railway:—

(a) To cease from making and charging discriminating rates on goods transported by such railway from Vancouver, B.C., to points located in British Columbia, Alberta, Saskatchewan and Manitoba on the main line and on the Crow's Nest branch line, as compared with the rates charged by such

railway to the same territory (for the greater distance) from Montreal, Quebec and other points on the Atlantic seaboard.

(*b*) To cease from making and charging discriminating freight rates on wheat and oats consigned from Alberta to the Pacific Coast as compared with the charges on wheat and oats for the greater distance from points in the Prairie Provinces to Lake Superior.

(*c*) To cease from making and charging discriminating passenger rates to passengers in British Columbia, and especially commercial travellers, as compared with the passenger rates charged by such railway in other portions of Canada.

This application was first heard in Vancouver. It was adjourned to Montreal by agreement of the parties, as the Canadian Pacific Railway had assumed the burden of proving the reasonableness of these rates, and as the source of all the evidence it had to adduce was there.

It was again heard on January 26th, 27th and 28th, 1911. The whole of the hearing was taken up with the Company's presentation of its case and with the cross-examination of the Company's witnesses by counsel for the applicant.

The Board, at the request of the applicants, again adjourned the case to Vancouver. This was done to allow the applicants to go over the exhibits and submit such further evidence as might be thought necessary.

The application was again heard in Vancouver on August 31st.

A good deal of evidence was submitted by the Board of Trade bearing upon the reasonableness of the rates, freight and passenger. Comparisons of rates from Vancouver eastbound with the rates on the Eastern, Lake Superior, Central and Western divisions of the Canadian Pacific Railway were submitted. These were intended to show that the Company's net revenue on the business out of Vancouver was much greater than on any other division, notwithstanding the greater cost of operation.

The Nelson Board of Trade filed a petition requesting that the application be not granted unless similar reductions were also made in rates from Eastern Canada to interior B.C. points.

The case will be argued before the Board in Ottawa in November or December.

The Manager of the Department attended the hearings in the interest of the Association as a whole, but maintained a neutral position. A brief may be filed after review of the evidence, if found necessary in the interests of the Association.

The outcome is being closely watched as the decision will undoubtedly have considerable effect on future rate adjustments, as well as on the direction of the traffic into the territory affected.

Proposed Advance in Rates in United States Official and Western Classifications Territory.

Your Committee consider it of sufficient importance, if only as a matter of record, to report the outcome of the advances proposed by the railways in the above mentioned territories, especially as some of these advances directly affected international and, indirectly, domestic traffic.

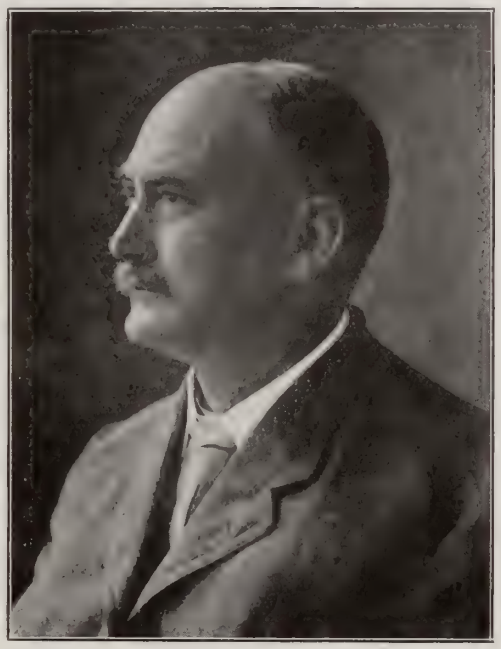
The Interstate Commerce Commission, on its own motion, instituted proceedings of enquiry into the reasonableness of the proposed advances. The railways in Official Classification territory, which classification applies north of the Ohio River and East of Lake Michigan, Chicago and the Mississippi River to the Atlantic seaboard, suggested the following advances:—

1, 2 and 3 classes	20 per cent.
4 class	15 per cent.
5 class	10 per cent.
6 class	8 per cent.

and about 10 per cent on one-third of the commodity rates.

They sought to show that the rates proposed would be reasonable, and that they needed to make advances in order to make enough money to pay fair dividends and give good service. They stated that they could not raise the necessary funds with which to make improvements and extensions, and should, therefore, be allowed to impose rates which would provide these funds.

This did not appeal to the Commission. The Commission said that it was not reasonable that the public should stand responsible for the mistakes which had been made in financing these railroad systems, and that it would be much better for the Government to guarantee the bonds of some of the railways or to loan them money rather than permit a general schedule of unreasonable rates for the purpose of taking care of particular instances of this nature. The class rates which were under consideration had been continuously in effect for the last thirty years. During this period business adjusted itself to this scheme of rates. The Commission, therefore,



MR. HENRY BERTRAM

(John Bertram & Sons Co., Limited)

Chairman Railway & Transportation Committee, 1910-1911

did not feel disposed upon the mere suggestion that some better scheme might originally have been devised to subvert the conditions which had been fixed.

The carriers were ordered to cancel their advance tariffs and file and restore their former rates.

After the order was made, the carriers asked the Commission to amend it by suspending the advance tariffs until November 1st. This was refused.

The Western rate advances were confined almost entirely to commodities. The Commission used the following language in the judgment:—

"The assumption of law is that the railway which increases its rates, takes such action knowing that the law casts on it the 'risk of non-persuasion.' The carriers in this proceeding have assumed this burden. The common ground for this common advance may be epitomized in the language of the leading witness for the carriers: 'We need the money.'"

The railways in trunk line territory have since taken steps to limit the carload mixing privileges in the Official Classification. This is apparently an easier method of obtaining the result which they sought when it was proposed to advance

the rates, as there is not the same control over the classification in the United States as in Canada.

Coal Rates—Duluth to Winnipeg.

The Great Northern Railway applied to the Board of Railway Commissioners for an order directing the Canadian Northern Railway to join it in a joint rate of $2.50 on coal from Duluth to Winnipeg, the same as in effect from Fort William and Port Arthur to Winnipeg.

The Board rendered judgment to the effect that if such a tariff were filed by the applicants it would be disallowed by it.

Pacific Coast Rate Case.

The Interstate Commerce Commission has recently given out its opinion in what are known as the Pacific Coast Rate Cases; also as the Spokane, Reno, Salt Lake City Pacific Coast Rate Cases. As the decisions have a direct bearing on rates in Eastern Canada to the West, a brief synopsis of the cases is given below for the information of members.

The City of Spokane applied to the Interstate Commerce Commission some years ago for relief, claiming that the freight rates from the East to that point were excessive, when compared with the rates to the coast. The rates to Spokane were arbitrarily fixed by adding, if not all, a very large percentage of the local rate Seattle to Spokane to the rate to Seattle. In other words, rates from the East to Spokane were made up of the rates to the Coast plus the local rates, or a large percentage thereof, back. The Commission, after a thorough investigation, sustained the complainants and ordered a reduction in rates. The carriers protested. Financial statements were then prepared by the carriers and the Commission, for the purpose of ascertaining the loss of revenue which would result from applying the rates found to be reasonable by the Commission. These statements disclosed nothing to justify a change in the Board's opinion.

Since this opinion was given out, the long and short haul clause of the Interstate Commerce Act was amended. As the chief complaint was against the violation of this section, the Commission changed its previous decision to some extent, without in any way modifying its original findings as to the unreasonableness of the rates.

In the opinion just given out the Commission recognizes the right of a railway to meet water competition to Pacific Coast ports. It has laid down the principle that carriers must not be permitted arbitrarily to fix market limits, and that commercial conditions must control transcontinental rates.

The effect of the order is obviously to make all of the rates from all parts of the country to the Western interior dependent upon the rates to the Pacific Coast.

For this purpose the United States has been divided into five zones. The first zone comprises the territory west of a line drawn southerly from Grand Portage, Minn., to the Gulf of Mexico. No higher rate must be charged from any point west of this line to any intermediate point than to the Pacific Coast. St. Paul, Minneapolis and Duluth are in this zone.

Zone 2 starts at Cockburn Island, Lake Huron, passes westerly through the Straits of Mackinac, then southerly to the Gulf of Mexico. Chicago and Milwaukee are in this zone. Rates from this territory to intermediate points may exceed those to the Coast by not more than 7 per cent.

Zone 3 embraces the territory lying adjacent to the Buffalo-Pittsburgh line. Rates from places of origin in this zone to intermediate points may exceed those to Coast terminals by not more than 15 per cent.

Zone 4 comprises the interior Atlantic seaboard east of the Alleghany Mountains. Rates may be 25 per cent. higher to intermediate points than to Coast terminals.

It will be seen that the zones really affect (1) freight from Chicago and Chicago territory; (2) from the Buffalo-Pittsburgh region, and (3) from New York. If the commodity rates to the Coast be left by the railways as they are now (and it is expected they will), many reductions in such rates to the Western interior must be made. The new tariffs have to be filed not later than October 15th, effective November 15th.

As stated at the outset, rates from Eastern Canada to the West are closely related to the rates from contiguous United States territory, consequently whatever changes eventuate as a result of the above readjustment, they must sooner or later be reflected in similar readjustments in Canadian territory.

Freight Classification.

As a factor in determining rates, the freight classification is of supreme importance. The rate which any article pays is fixed by the division of the classification to which it is assigned. The principles which govern classification, therefore, and those which control the making of rates, are one and the same.

As classification is largely based upon the value of the service to the shipper, it follows that many inequalities are bound to arise as between commodities. The subject is so complex that such results are unavoidable. The only thing to do is to keep constantly supervising the classification in an attempt to avoid unjust discriminations, and to meet changing business conditions.

The framers of the Railway Act evidently appreciated the importance of the classification as by it the Board of Railway Commissioners is given power to approve or to disallow any changes suggested. The Act provides:—

"That no goods shall be removed from a lower to a higher class until such notice as the Board determines has been given in the Canada Gazette."

The Board sees that this Association is furnished with a copy of all changes directly they are filed with it, so that those interested may have an opportunity of stating their objections, if any, thereto.

It is the custom of the Department to notify every member affected on receipt of the information, and to take whatever steps are necessary in the matter.

It will thus be seen that the interests of members in this respect are constantly being watched, and that there is very little change of any serious account in the classification taking place without members knowing it. Without this machinery those interested, in order to keep posted, would have to subscribe to the Canada Gazette and figure out for themselves the probable effect of the changes.

When an article is transferred from a lower to a higher class, its rate is automatically advanced. Freight charges can be raised or lowered through the classification without touching the tariff at all. A change in the condition of carriage may also involve a material difference in freight charges.

As illustrating to what extent changes are being made: Classification 15, which went into effect on November 15th last, contained 103 additions and 88 changes. Supplement 1 to Classification 15, effective August 15th, contains 114 additions and 53 changes, 41 of which are reductions and 12 advances. Many of the additions represent reductions from the fact that specific ratings are now provided on articles which were previously classified under the heading "not otherwise specified."

Among the changes above mentioned, which the Railway Commission were asked to approve of, were a number of serious advances. Those interested were promptly notified,

and as a result of the objections filed and the arguments adduced in support of same at public hearings of the Board, practically all of these advances were disallowed.

Plate Glass Release Contract.

The legality of the form has long been disputed, in addition to which it has been a constant source of annoyance in the settlement of claims. It has now been done away with. It was a form of contract which the railways for years exacted in lieu of certain special ratings in the classification of plate glass. It was intended to relieve the carrier from liability for loss or damage, no matter how caused. The carriers voluntarily withdrew the form after a complaint had been filed with the Railway Commission.

Proposed Revision Minimum Carload Weights.

Some time ago the Canadian Freight Association, on behalf of the railways, submitted to your Committee a proposal to advance the carload minimums in the classification as per the following schedule:—

	Present lbs.	Proposed lbs.
1, 2 and 3 classes	20,000	24,000
4, 5 and 6 classes	24,000	30,000
7, 8 and 10 classes.....	30,000	36,000

The proposition carried with it a number of exceptions. In the case of light and bulky articles, which could not ordinarily be loaded to the proposed minimum weights, the present minimums were to be continued, or at the most advanced only slightly. For instance, no change was proposed on such articles as empty barrels, eggs, crockery, earthenware, glassware, furniture, household goods, stoves and stove furniture, tinware, vehicles, woodenware, etc. Amongst other changes it was proposed to advance agricultural implements and machinery from 20,000 to 24,000 lbs. The proposition did not contemplate any change in the minimum carload weights on traffic now carried at commodity rates under specified minimums.

As justifying the proposed increases, the carriers claimed:

(*a*) That the cars now in service were much larger than the equipment in use some years ago when the present minimum weights were established.

(*b*) That the average carrying capacity of the equipment had increased approximately fifty per cent. in the interval;

(*c*) That under the new minimums there would be a more economical use of cars, in the interests of both shippers and railways, especially in times of car shortages;

(*d*) That many commodities were already being loaded up to and in excess of the proposed minimums, and that in such instances the advances would not entail any hardship upon shippers.

These arguments of the carriers, together with a number of pointed questions, were laid before members of the Association over a year ago in the form of a circular letter, and from the replies received it was obvious that most manufacturers were of the opinion that the present minimums were sufficiently high.

After considering the matter in all its bearings, and particularly as to its effect upon the carload movement of traffic and the commerce of the country in general, your Committee advised the railways, in reply to a suggestion that a conference be held on the subject, that they did not consider the proposition was in proper shape for discussion; that it seemed to be nothing more than a plan to get the consent of the shippers to an increase in freight rates without offering them any compensating advantages in return.

On receipt of this communication, the Advisory Committee of the Canadian Freight Association asked that the above decision be reconsidered and that a meeting be arranged. A meeting was agreed to, with the stipulation, so far as your Committee was concerned, that it was simply for the purpose of hearing what the carriers had to say on the subject, and was to be without prejudice to the rights or interests of shippers.

After this meeting, the railways were again advised that the Committee could see no reason for changing their views as already outlined; that the interests affected were so diversified, embracing all classes of shippers in all parts of the Dominion, that no other course was open to them than to decline to entertain the proposition as presented.

Since then, the matter has not been pressed by the carriers. Whether or not any further action is contemplated by them your Committee are not advised.

GENERAL EXPRESS ENQUIRY.

Rates, Classification and Conditions of Carriage.

The express companies subject to the jurisdiction of the Parliament of Canada were placed under the control of the



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Chairman Niagara District Branch

Board of Railway Commissioners in July, 1906, by an amendment of the Railway Act. Shortly after this the companies applied to the Board for the approval of their standard tariffs. As there had been a good deal of complaint in regard to their methods of doing business, the Board thought it advisable that there should be a general enquiry, in order to make it clear whether or not there were any just grounds for complaint, and upon its recommendation the Government appointed the necessary counsel and expert accountants to assist therein.

The first sittings were held in Montreal, in December, 1907, when the organization and capitalization of the companies were gone into. Early in 1908 the Chairman of the Board, Judge Killam, died. This necessitated a reorganization. As there were a number of important matters then before the Board requiring immediate attention, the enquiry was not again taken up until December, 1908. By that time the companies had filed and received the approval of a new classification. Strong protests were made against the

advances which it contained especially as the Board had not yet concluded its investigation. As a result this classification was disallowed.

Beginning December, 1908, sittings were held in all the principal places in Canada, and everyone interested as far as possible was given an opportunity to be heard.

The findings of the Board were made public in the form of a judgment on December 24th, 1910. Briefly, they were as follows:—

Dominion Express Company.

There was paid into the Dominion Express Company upon capital account $24,500 on June 26th, 1882, and for this $1,000,000 of fully paid-up stock was issued. In June, 1904, the capital stock was increased to the full amount of the company's incorporation, namely, $2,000,000. The increase was divided among existing shareholders, pro rata.

Canadian Express Company.

The Canadian Express Company was incorporated in 1865, with a nominal capital of $500,000, subscribed capital of $275,200, of which $27,520 was paid in. The Grand Trunk Railway Company purchased all the capital stock of the company in 1892 for $660,000. A complete valuation of the stock and property was made on the first of January, 1892, and same was fixed at $60,000. Additions have since been made. The company's estimated assets at the end of 1908 were $212,-719. The capitalization is $3,000,000, all held by officials of the Grand Trunk Railway.

Canadian Northern Express Company.

The Canadian Northern Express Company was incorporated in 1902, with a nominal capital of $1,000,000. $300,-000 of stock was issued, of which $295,000 went to MacKenzie, Mann & Co., Limited, and one share of $100 to each of five officials of the Canadian Northern Railway. All this stock was issued as fully paid, whereas the actual amount paid into the treasury for same was only $5,000.

The Board, after dealing with the personal services rendered by the companies, said:—

"If a company chooses to inflate its capital by making 9-10 water to 1-10 cash, it is equally absurd to say it is entitled to 6, 8, 10 or any other percentage upon the inflated capitalization. All or most of the difficulties can be overcome, however, by eliminating the express company as such from the matter entirely. It is not as if a separate and independent set of stock holders had to be protected out of the net earnings of the express companies. All this ultimately finds its way to the railway company, and cut free from all the trimmings the situation is that the shipper by express makes a contract with the railway company through the agency of the express company, for the carriage of his goods by the railway company, and all the tolls paid go to the railway company, less the actual cost connected with the management of the express branch of the railway company's business by its agent, the express company.

"The whole of the express business as it is carried on in Canada could go on as it now does without the existence of any express companies at all, by simply substituting railway employees for express employees and making express traffic part of their work and letting the railway companies take the whole of the express toll in the first instance."

With regard to tolls, tariffs, etc., the Board said:—

"It does not seem unfair to conclude that when express companies commenced doing business they charged all they could get for the carriage of traffic. This is simply carrying the personal element into the corporation. But where the corporation falls within the public utility class, and for public reasons is under Government control, or requires authority or franchise from Parliament to enable it to take tolls for its service, it appears to us that the way to approach the promotion of a tariff is something like this: What are fair tolls that we can perform certain services for the public for and obtain reasonable returns upon the investment, after making all proper provisions by way of reserve fund, or otherwise, for all probable losses of every kind, shrinkage in business, etc.? instead of approaching it this wise: What are the heaviest tolls we can obtain from the public for the least services we can give them? We will not be understood to say this applies to the tariffs we are now considering. We do not think it does; but it seems to have been the basic original principle upon which the first tariff was formed."

The Board further said:—

"Now, so far, this matter is being dealt with solely with the view of trying to ascertain whether these tolls upon the whole are reasonable. Do they in the result produce only fair and reasonable returns to the railway companies?"

In answer to this the Board found the earnings of the railway companies upon express traffic to be, upon the whole, excessive and held that they should be reduced.

Standard Tariffs Maximum Merchandise Tolls.

The Board directed that there should be four standard mileage basing scales. There are now in effect about twenty standard or maximum tariffs. The principal one in the East (that is east of Sudbury) appeared to the Board to be reasonable. The standard tariffs in the West (that is west of Sudbury) are much higher and the companies were directed to reduce them. Through mileage was to be applied in all cases, thus reducing rates between the East and the West.

Drafts of these tariffs were approved and the companies directed to file them for final approval, effective September 1st, 1911.

As it was made clear to the Board that some of the companies could not fully comply with this order owing to the enormous amount of detail necessary in the preparation of the tariffs, the time for filing was extended until October 15th.

Some of the tariffs which have come to hand show marked reductions both in the rate per 100 pounds and the graduate, the largest reductions being in the West, and between the East and the West. As an illustration—the rate per 100 pounds between Winnipeg and Calgary is reduced from $5.00 to $4.75; between Winnipeg and Red Deer from $6.50 to $4.75; between Winnipeg and Nelson from $8.00 to $6.25; between Winnipeg and Vancouver from $8.50 to $7.25; between Edmonton and Regina from $6.00 to $4.25; between Vancouver and Regina from $7.50 to $6.50; between Vancouver and Edmonton from $6.75 to $5.75.

The reductions in charges on a shipment of merchandise weighing 30 pounds between the same points are 5 cents, 55 cents, 60 cents, 40 cents, 40 cents, 50 cents and 45 cents respectively.

Between London and Winnipeg the rate per 100 pounds is reduced from $5.00 to $4.75; between Toronto and Winnipeg from $4.75 to $4.50. The rate between London and Brandon is reduced 25 cents to $5.50, and between Toronto and Brandon from $5.75 to $5.25. There is no change in the present rate between Montreal, Hamilton and St. John, N.B., and Brandon. Between London, Hamilton, Toronto, Montreal and St. John, N.B., and Calgary the rate has been reduced $1.25, $1.00, $1.25, $1.00 and $1.00 respectively; to and from Vancouver and the same points, $2.25, $2.25, $2.25, $2.00 and $2.25 respectively.

On a shipment of 30 pounds the charges under the new tariffs will be reduced 5 cents between London, Hamilton and Toronto and Winnipeg, and 35 cents between St. John, N.B., and Winnipeg. There is no change in the rate between Mon-

treal and Winnipeg. On the same parcel between the same points and Calgary the charges will be reduced 50 cents, 25 cents, 25 cents, 60 cents and 45 cents respectively, and between Vancouver and the same points 45 cents, 50 cents, 50 cents, 28 cents and 25 cents respectively.

Corresponding reductions are made to many other points.

Joint Rates.

The Board directed that joint rates should be established between all points, not modified by competition, on the basis of at least ten per cent. of the lowest combination of "merchandise" rates between the same points regardless of points of interchange, to apply in both directions, the "graduate" charge on this joint business to be made by applying the "table of graduated charges" directly to the joint rate.

Graduated Charges.

The companies were required to provide reasonably proportional graduates for all 100-pound "merchandise" rates published in the local tariffs.

A new table intended to comply with this order went into effect on June 15th last. It is a decided improvement on the old one. For example, there was no graduate in the old table for the 90 cent merchandise rate nor was there any for the rates between $5.00 and $6.00. The new table has graduates under $5.25, $5.50 and $5.75, and so on under all rates in the merchandise tariffs. This has resulted in some reductions.

As the merchandise tariffs have not yet come to hand, it is too early to judge as to the effect of the new table.

The importance of this table will be appreciated when it is known that over 85 per cent. (the Interstate Commerce Commission say 95 per cent.) of express shipments consist of packages weighing less than 100 pounds, and while a part of this traffic moves under other than graduated charges, that is pound rates and ounce rates, by far the largest percentage moves under the merchandise rate affected by the graduated scale. It will, therefore, be seen that the results of the enquiry into express matters, so far as tolls are concerned, depend largely upon the table of graduated charges.

Delivery Service and Delivery Limits.

The Board directed the companies to submit some plan to cover the traffic moving to points having a delivery service, so that a shipper would know when his shipment was destined to an address outside the delivery limits and be enabled to provide against the contingency of non-delivery. If the plan submitted proved unsatisfactory, the Board was to undertake to establish what it considered reasonable limits.

As the companies did not comply with this direction, the Board saw fit to make the following order:—

"1. That on and after June 1st, 1911, it shall be the duty of all express companies subject to the jurisdiction of the Parliament of Canada, in all cities, towns or villages where such companies now or hereafter have collection and delivery services, to collect and deliver traffic at and to all points within the municipal boundaries or limits of such cities, towns and villages, and after that date all existing 'delivery limits' shall be abolished.

"2. Leave is reserved to the said companies to at once apply to the Board for establishment of reasonable collection and delivery zones in cities, towns or villages (if any) that for any special reasons it might be unreasonable to require collection and delivery services to be made throughout the entire area thereof.

"3. Upon such application (if any) the companies shall file with the Board a map or maps showing the limits proposed by them, and furnish all other necessary information to enable the Board to determine the reasonableness thereof."

The companies afterwards applied for relief, but were told they would have to abide by the order until the Board had sufficient time to look into the whole question. The Board, in its memorandum on this subject, said:—

"What is more, if this is the treatment the Board is to receive after the latitude given to express companies, it will take its own time to look into the merits of these applications, and in the meantime the order of March 30th will stand in its entirety. Delivery limits in Canada, after June 1st, are abolished, and it will be the duty of express companies to collect and deliver as directed by the order of March 30th."

The Board is now looking into the question of fixing reasonable delivery limits. The result of its investigation is being awaited by shippers with keen interest.

Contract Forms.

The various contract forms have been carefully gone over, and are regarded by your Committee as having been very much improved. The merchandise contract or receipt form was published in the February number of *Industrial Canada*. It appears in and forms part of the classification.



MR. J. E. WALSH

Manager Transportation Department C. M. A.

Classification.

Special care was given by your Committee to a study of the express classification, under which are included valuation charges, weight and measurement rule for light and bulky shipments, returned goods, returned empties, and the general conditions of carriage. Representations were made to the Board on practically all these matters, with results that have been most satisfactory. The elimination of the objectionable owner's risk condition should be particularly gratifying to the membership at large.

A new classification in accordance with the judgment of the Board went into effect on March 1st, 1911. It contained advances as well as reductions.

The advances applied to certain articles that were previously carried at special rates, and which are now charged for as merchandise. This was brought about by striking out certain scales or special tariffs as well as some of the items in the scales and sections which have been continued. The companies insisted upon striking these out, and they were sustained by the Board upon the ground that such special tariffs constituted a discrimination.

Difficulties have arisen since the classification went into effect in regard to the rates on cream, ice cream and returned empties. In fact there have been three different hearings in regard to cream rates. As to returned empties, the Board made an order modifying the classification as follows:—

"The words 'Charges must be prepaid' under the item 'Empties' are to be struck out and the following words substituted therefor, namely: 'If the authorized charges for the return of empties are not paid by the party returning them, the party to whom they are consigned shall be liable for the express charges thereon, and must pay the charges on delivery.'

"The words 'and ten cents on each shipment' are to be struck out."

The companies not content with this ruling have applied for a re-hearing.

Rule 16, Light and Bulky Goods.

It was agreed that the companies were entitled to conventional weights on light and bulky goods, and although the Board made what was considered very liberal rulings in their favor, the companies, in applying same, placed a different interpretation upon these rulings than was intended. In fact they proposed to place a double penalty on some classes of shipments. As no understanding or agreement could be arrived at, the Board was asked for its interpretation after both sides had presented their views. The position taken by your Committee was finally sustained. A very considerable percentage of the traffic carried by the companies is affected by this rule.

Although it is the general opinion that the companies have been treated fairly, in fact liberally, taking into consideration the disclosures in regard to their investments and the service they give, they have recently applied to the Board for an order authorizing them to withdraw and cancel Section "D" of the classification. Section "D" is a special tariff that has been in force probably since the companies first began operations in Canada and business conditions have been adjusted in accordance therewith. It applies on printed matter of various kinds, and provides for a flat rate of half a cent per ounce or eight cents per pound, limited to packages five pounds in weight, except single books, which shall be carried up to ten pounds. Prior to the new classification there was no limit to the weight of books. All interested members have been notified of this application and have been requested to advise the Department of their objections thereto (if any) without delay, as the case will probably be heard at the October sittings of the Board.

A number of matters have been taken up direct with the companies during the year, but your Committee regret to report that not much progress has been made. It would seem as if the Companies were inclined to resent the enquiry into their methods of doing business. Although the Commission fixed certain maximums beyond which the companies were forbidden to go, it did not in any way curtail their right to initiate changes within such limits. This fact the companies apparently chose to ignore, for they are insisting upon the maximum, and placing upon the board the responsibility for such complaints as are made in consequence.

The judgment which has been briefly outlined above confirms the reports made from time to time by your Committee as the general enquiry proceeded. The Manager of the Department attended and took part in all important sittings of the Board, assisting counsel engaged to conduct the enquiry.

The Association first took this matter up in 1904, but as the companies were not then under the jurisdiction of the Commission very little was done. Early in 1907, before the Board had time to take any action, it was found that the companies were cancelling some of the rates which had been long in existence. The attention of the Board was called to this, and in June, 1907, the following clause appeared in the extension order made by it permitting the companies to charge the tolls in effect at the time they came under the Board's jurisdiction:

"That pending the approval of the said tariffs of tolls by the Board, the applicants shall not charge any tolls higher than those that were charged by such applicants, respectively, on the first day of March, 1907."

Parcel Post.

No definite action has been taken in this matter beyond collecting information for future reference. This was recommended early in the year to the Executive Council by your Committee, pending the result of the general express enquiry.

The anomalous conditions which exist in Canada in respect to this service have come to the attention of the Honorable the Postmaster-General, and his statement has gone forth that it will be looked into. In fact a reduction has already been made in the rate between Canada and Newfoundland.

As reported a year ago, parcels are carried from Canada to almost every country in the world except the United States, for less money than between any two offices in Canada.

The question is a live one, and will, no doubt, receive attention from the incoming Committee.

Weighing Carload Traffic.

Allowances from Track Scale Weights.

Some months ago the railways undertook to issue new tariffs, effective May 1, 1911, discontinuing the allowances from track scale weights made to cover variation in tare of cars caused by absorption of moisture, accumulation of ice and snow, etc., also for such allowances as are customarily made for blocking, dunnage and temporary racks used in connection with shipments of agricultural implements, machinery, street cars, vehicles and stoves.

When your Committee first heard of this action an effort was made to arrange for a conference between the principal shippers interested and the railways, but without success. The Commission was then applied to, with the result that the effective date of the tariffs was postponed until July 1st.

The Commission heard what was to be said for and against the changes in Ottawa on June 20th and 21st. A large amount of evidence bearing upon the installation of track scales, stencilling of cars, methods of handling same over track scales, etc., was presented by both sides. The question of "dunnage" was also gone into very fully. As a result, the effective date of the proposed tariffs was postponed indefinitely.

In the judgment which the Commission has since rendered, it is suggested that the shippers and carriers have a conference in connection with these matters. If, after a thorough discussion between the parties interested, all points cannot be adjusted, the Board will, either upon the material now before it or upon further hearing of evidence, dispose of the matters that the parties themselves are unable to adjust.

This whole question is an important one, involving as it does a very large increase in freight charges on the commodities mentioned. Additional importance is attached to it, by reason of the fact that, where it is apparent some allowances will have to be made, the railways propose to constitute themselves sole arbiters as to the amount of such allowances. Where cars

are carrying an accumulation of ice and snow, the carriers would clothe their weighmen with sole authority to estimate the weight of same, and would deny the shipper the right to appeal therefrom.

Members may rest assured that in these, as well as in all other aspects of the question, their rights will be jealously guarded, and a settlement made that will conserve their interests as far as possible.

Telegraph Companies' Forms Used in Transmitting and Receiving Messages.

In October, 1910, the telegraph companies asked the Board of Railway Commissioners to approve the forms used by them in transmitting and receiving messages, and the Association was requested by the Board to express its views thereon. A circular letter was at once addressed to the membership at large, and interested parties were invited to forward their suggestions to the Department. When the matter came up for hearing on November 15th, the views of the manufacturers were submitted to the Board by the Manager of the Department. It is gratifying to be able to report that many objectionable clauses heretofore contained in the forms were struck out.

The suggestion that a penalty should be imposed for damages arising from failure to transmit or deliver, or for any error in the transmission or delivery of any telegram, was accepted by the companies. The Board suggested that $500 be fixed as the minimum amount of such penalty, but no definite decision was come to at the time.

Since then the Winnipeg Board of Trade and others have made a complaint in regard to rates in the West, and it has been decided to institute a general enquiry into the tariffs of tolls and the forms used. The Dominion Government has retained counsel to conduct proceedings upon this enquiry before the Board. A sitting was held in Toronto last Spring. Other sittings will be held at a later date.

Interswitching.

The order of the Commission, No. 4988, known as the "General Interswitching Order," which was secured by the Association, has withstood several attacks on the part of the carriers.

The railways doing business in Montreal applied to the Commission some time ago to vary the order in its application to the City of Montreal, claiming that it should not properly apply within the Montreal terminals. The application was opposed by this Association as well as the Montreal Board of Trade. After a lengthy hearing it was refused. The order dismissing the application affirms all the conditions of the original order, the toll clauses of which are as follows

"Upon traffic destined to consignees located upon, or reasonably convenient to, the tracks of the contracting carrier, or to consignees who have customarily accepted the contracting carrier's delivery, or which may be so consigned as not to indicate clearly the delivery required, and which subsequent to shipment is ordered by the shipper, the consignee, or the agent of either, for interswitch delivery involving an additional service by another carrier, and which is so interswitched, the contracting carrier may charge and collect in addition to its freight charges (including back charges, if any), the interswitching toll of the carrier which performs such service, which toll shall not be more than twenty (20) cents per ton for any distance not exceeding four (4) miles, nor more than three (3) dollars as the minimum and eight (8) dollars as the maximum per carload.

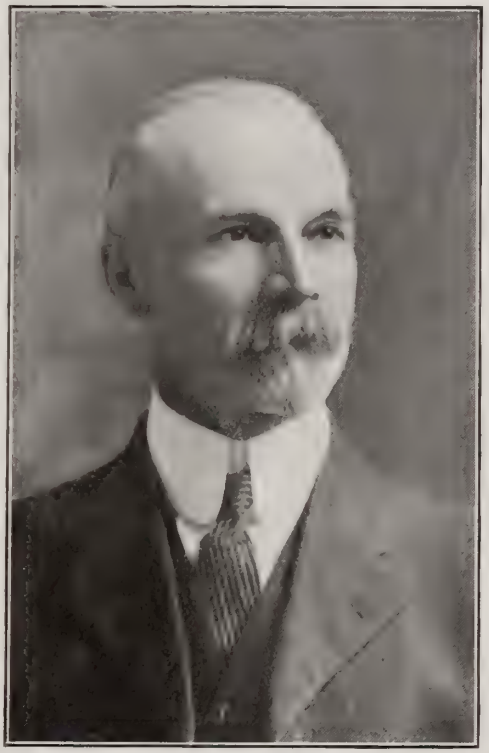
"Upon traffic destined to consignees located upon or reasonably convenient to tracks other than those of the contracting carrier, or to consignees who have customarily required such other carrier's delivery, the contracting carrier may for the interswitching service rendered necessary for such delivery, charge and collect an additional toll of not more than ten (10) cents per ton for any distance not exceeding four (4) miles, nor more than one dollar and a half ($1.50) as the minimum and four dollars ($4.00) as the maximum per carload; and the interswitching toll of the carrier which performs such service shall not be more than twenty (20) cents per ton, nor more than three dollars ($3.00) as the minimum and eight dollars ($8.00) as the maximum per carload; provided that the contracting carrier shall not thereby be required to reduce its revenue below eight dollars ($8.00) per carload.

"Distance shall be computed to or from the nearest point of interchange."

This order is probably one of the most important ever made by the Board, and has been of incalculable benefit to all shippers concerned.

Loading Less than Carload Freight on Industrial Sidings.

The railways issued a joint circular on October 15, 1910, announcing that on and after January 1st, 1911, the practice



MR. S. R. PARSONS

(British-American Oil Co., Limited)

Chairman Railway and Transportation Committee, 1911-12

of loading less than carload shipments of freight into cars on industrial sidings must be discontinued. The matter was taken up vigorously, and as a result the effective date was postponed until July 1st, 1911, to enable those interested to provide themselves with the necessary facilities to meet the changed conditions.

Since then the railways have decided to withdraw the notice altogether, as per a circular sent out on June 21st. They stated that it had been ascertained that in several instances shippers had not provided themselves with adequate arrangements, and in some cases the railway companies had been unable to provide the increased facilities necessary in order to carry out the new regulation without embarrassment to themselves and inconvenience to the public. This practice is a con-

venience to all concerned, shipper and carrier alike, and its discontinuance would mean actual loss to both.

Equipping Flat and Other Cars with Stakes and Fastenings so as to Comply with the Regulations of the Board.

The application to the Commission for an order requiring the railways subject to its jurisdiction to reimburse shippers for the actual expenses incurred in staking flat cars, as required by Order No 7599, of July 1st, 1909, has been granted in the shape of an allowance of five hundrd (500) pounds. The order of the Board reads as follows:

"It is ordered that the railway companies within the legislative authority of the Parliament of Canada file special tariffs to take effect not later than the first day of May, 1911, providing for an allowance of five hundred (500) pounds from the weight of each carload in or upon open cars for the weight of such racks, stakes, boards, strips, supports or other material furnished by shippers, as may be necessary to retain the loading in or upon the said open cars from the point of shipment to the destination thereof, and for which no allowances are specifically prescribed in the existing tariffs or classification."

The Board's order has made it clear that this allowance is in addition to the allowances now provided for in the weighing tariffs of the carriers for snow, ice and other accumulations. Order No. 7599 above referred to says:

"Every railway company subject to the legislative authority of the Parliament of Canada operating a railway by steam power shall strictly conform to the rules and regulations from time to time approved by the Master Car Builders' Association;" and

"That every shipper shall be liable to a penalty of a sum not exceeding $25 for failure to comply with the regulations."

It will be noted that the application of the Association was for an order directing the railways to reimburse shippers for any and all expenses to which they were subjected by reason of the above order (7599). Your committee held that it was the duty of the carrier to furnish all proper appliances, accommodation and means necessary for the carrying of all traffic offered. The Board has apparently considered that the application would be satisfactorily met by granting an allowance for the weight of the stakes actually used, although it is a fact that in some cases the weight of the stakes and fastenings used on open cars is considerably in excess of five hundred (500) pounds. This question is still before the Committee.

Eastern Canada-Australia-New Zealand Steamship Service.

This service, begun at the opening of navigation last year, has more than fulfilled expectations. The tonnage each sailing since the start has exceeded that called for in the contract, in some cases by 3,000 tons. The establishment of such a service has been consistently advocated by the Association ever since 1901. It is pleasing to note that our predictions in regard thereto have been so amply justified by the results.

Steamship Service Between Canada and Argentina.

Your Committee is of the opinion that a direct steamship service between Canada and Argentina would prove of general advantage to Canada. There is considerable trade already between these two countries, notwithstanding the shipping disadvantages which exist. Furthermore, owing to lack of proper facilities, much of this trade is handled through foreign houses. A direct service would bring the business more under our own control, and would pave the way for wider and more profitable connections. It is, therefore, recommended that the Association in Convention adopt a resolution asking the Department of Trade and Commerce to take the necessary steps to provide as early as possible a service suitable to the requirements of the trade. Several steamship companies are prepared to furnish the necessary vessels provided they are given some assistance by the Government.

Ocean Bills of Lading.

As reported to our last Annual Convention, "The Water Carriage of Goods Act," intended to prohibit ocean carriers from inserting in their bills of lading conditions whereby they were relieved from liability for loss or damage to goods arising from negligence, fault or failure in the proper loading, stowage, care or delivery of same, came into force September 1st, 1910. The carriers have revised their bills of lading to comply with the Act.

Objections were taken to a clause in the Act limiting the liability of the carriers in respect to lumber shipments. After a full discussion before the Marine and Fisheries Committee of the House of Commons, at which the Association was represented by the Manager of the Transportation Department, it was decided to modify same. As far as your Committee are aware, the new law is quite satisfactory to the shipping public.

Bulk Grain Bill of Lading.

Local conditions in the West have made a special form of bill of lading necessary for bulk grain when consigned to terminal elevators. As the conditions of carriage set forth in this special form were at variance with those of the general bill of lading they were reprinted in accordance with the latter and agreed to after considerable negotiations, with the exception of the section which fixes the time allowance for filing or signifying intention to file claims. The carriers objected to the four months' clause. No agreement could be come to until the question was referred to the Board of Railway Commissioners when the carriers withdrew their objections and advised the Commission of their willingness to meet the views of the shippers. The following order was then made:

"It is ordered that the said form of Bulk Grain Bill of Lading, on file with the Board under the said file No. 36787, be, and the same is hereby, approved, subject to the proviso that Section 6 of the said Bill of Lading be, and it is hereby, amended to read as follows, namely:

"'Sec. 6. Notice of loss, damage, or delay must be made in writing to the carrier at the point of delivery, or to the carrier at the point of origin, or to the claims agent of either, within four months after delivery of the bulk grain herein described, or in case of failure to make delivery, then within four months after a reasonable time for delivery has elapsed. Unless notice is so given the carrier shall not be liable.'"

Amendments to the Railway Act.

The following amendment to the Railway Act was sent to the Honorable the Minister of Railways and Canals, with the approval of the Executive Council, in December last:

"Whereas, the Railway Act gives the Board of Railway Commissioners power to disallow any tariff or any portion thereof which it considers unjust or unreasonable or contrary to any of the provisions of the Act, and to prescribe in lieu thereof other tolls in lieu of the tolls so disallowed only after the tariff complained of has actually come into effect;

"And whereas, the Act provides no satisfactory method of avoiding the burden of an increased tariff until proved by actual experience that it is unreasonable, the burden of such proof being upon the public;

"And whereas, as no carrier is compelled to lower a tariff without a hearing, the public should not be compelled to suffer an increased burden without the same opportunity to be heard;

"Be it resolved, that the Honorable the Minister of Railways

and Canals be asked to amend the Railway Act so as to give authority to the Board of Railway Commissioners, either upon complaint or upon its own motion, to suspend the operation of any tariff or regulation for a sufficient time to permit of a full hearing, and afterwards to make such order as would be proper in a proceeding initiated after the tariff became effective, the burden of proof to be on the carrier to show that the increased tariff or regulation is just or reasonable."

This resolution has received the endorsement not only of all the leading Boards of Trade in Canada, but of Associated Boards of Trade as well. Your Committee consider it of the utmost importance that this amendment should become law, as whilst the Board of Railway Commissioners has wide powers, and has absolute control over the classification, it has no power to disallow a tariff until it actually comes into force.

It is true that the Railway Act was amended during the past session, requiring carriers to give thirty days' notice of advance in rates (formerly only ten days' notice was required), it is also true that the Commission has protected the public against changes intended to increase freight charges. At the same time it is considered that the Board should have power upon its own motion to suspend the operation of any tariff or regulation. Your Committee, therefore, recommend that this resolution of the Executive Council be now confirmed by the Association in annual meeting assembled, and again brought to the attention of the Honorable the Minister of Railways and Canals.

Miscellaneous.

The improvement of late in the settlement of claims by the railways is worthy of mention. Long delays are now the exception. As outlined in last year's report, much can be done by shippers in supplying the necessary papers when filing claims; also by having a good clear record made at the time damaged goods are received, and the facts set forth in the claim when presented.

The work of the Department continues to increase. It has become practically necessary for the Manager to attend all important sittings of the Railway Commission, both in the East and the West, and this he has done throughout the year, besides paying monthly visits to the Montreal Branch. Members have been kept advised by letter of all changes, actual or proposed, affecting their interests, and large numbers have consulted the Department in regard to the adjustment of private difficulties with the railways. Direct personal service of this kind has come to be a very important feature of the Department's activity, and the success which has attended its efforts along this line is abundantly evidenced in the letters of appreciation that have reached your Committee from those who have been benefited.

Respectfully submitted,

G. M. MURRAY, *Secretary.* HENRY BERTRAM, *Chairman.*

J. E. WALSH,
Manager, Transportation Department.

Mr. Bertram, having read the report, said: Mr. President, in moving the adoption of this Report, I would like to call the attention of the Association to the fact that with the increase in the mileage of the railroads and general growth of the country, it seems absolutely necessary to the Committee that additional help ought to be provided, so that Mr. Walsh in his various duties as Manager would be able to follow more closely the sittings of the Railway Commission. The work of the Committee is largely technical, and necessarily it does not show in the Report, and for that reason it seems that the Association will have to consider the question of additional help for Mr. Walsh and for the Transportation Department, so that the work can be more thoroughly carried out and followed. I would like also to say a word about Mr. Walsh's work. I believe the Association has an officer who is more than qualified for this position; it is a difficult position to hold, and in order to satisfy all the members of the Association in all their various classes of business it requires a man of very wide knowledge and experience. I take very much pleasure in moving the adoption of this Report.

Mr. J. F. Ellis.—Mr. Chairman and gentlemen, I have a great deal of pleasure in seconding that motion, and with your permission, sir, I would like to make a few remarks in connection with the work of the Transportation Committee during the past year. As the Chairman has truly said, most of it is of a very technical nature. We all know that



MR. SAM. HARRIS

(Harris Lithographing Co., Limited)

Member Entertainment Committee

the railways have gentlemen employed continually looking over their freight rates and seeing what changes they can make to increase the revenue of the company. This is quite right from their point of view, but it is impossible for laymen to know what the effect of these proposed changes may be. Take, for example, when they wished to change the minimum classification for carload rates, the railways took the trouble to send representatives to different centres throughout the Dominion and lay their views before the Boards of Trade and other bodies, and they got from these Boards of Trade a resolution passed recommending the Railway Commission to adopt their suggestions. The Manager of the Transportation Department took up the question immediately and brought it before the Committee, and after looking into the matter and after advising us as to the effect, we immediately communicated with these different Boards of Trade, pointing out to them how it would affect them, and in most every instance we got telegrams and letters withdrawing their recommendations; they didn't

know how it was going to affect them; and for that reason the technical ability that is necessary in connection with this transportation problem is a very important one. I might just say that after a conference with these gentlemen in connection with that matter we showed them so clearly how it was going to affect the shippers that they withdrew their request to the Railway Commission and the matter has been in abeyance ever since.

In reference to the telegraph branch of the business of all manufacturers, you know that now is under the control of the Railway Commission and there is a great deal of dissatisfaction at the rates that are charged for that service to the different points of the country. For example, a great many think that $1 for ten words to Winnipeg is excessive. I happened to be in Nelson the other day and telegraphed to Lethbridge, which is not much farther from Nelson than we are from Montreal, and instead of charging me 25 or 30 cents for a ten word message they charged me 60 cents. The Transportation Committee have these matters under advisement, and as soon as they have an opportunity no doubt the matter will be gone into.

In reference to the joint freight question, you know there is a great deal of unrest and dissatisfaction by merchants and manufacturers in the West, not at the seaboard, but at such towns as Calgary, Nelson and Regina, and these matters are under advisement by the railways, and it is absolutely necessary for our Manager to be present at the meetings of the Railway Board where these matters are up for discussion.

I heartily endorse the Chairman's recommendation in reference to increased assistance in that Department. This was also brought to your attention in the address by the Secretary yesterday. We should have a man under him that can be trained by him so that when any individual has a complaint to make he can take care of it in Mr. Walsh's absence. I feel sure during the coming year Mr. Walsh will be away from the office on business of the Association at least five or six months in the year, and during his absence there is no one now that can take up matters of that kind and give them proper attention. All these matters must be attended to carefully. There are a great many of them that are individual instances. We all know how impossible it is for any individual to get proper satisfaction from the railway on his own motion, but if it comes through a body like the Manufacturers' Association the railways immediately pay attention. I noticed this morning in the paper in connection with the meeting of the Railway Commission in Hamilton a lady there had some grievance against the Grand Valley Railway; they wouldn't erect a fence which she thought they should do. When she came before Judge Mabee he immediately expressed his surprise and said it was scandalous that any railway should treat a woman in the way they had done. So, gentlemen, it behooves us to keep this department well manned and right up to the mark, so that every matter can have its careful attention. You have in Mr. Walsh an excellent officer of this Association, and I hope you will hold up his hands in every way, and I have much pleasure in seconding the adoption of the Report.

The President.—There are one or two paragraphs in the Report which I think you ought to pay particular attention to at this meeting. A great many of the matters dealt with are what you might call finished, but there is parcel post, for example; the telegraph companies, the paragraph about the steamship service between Canada and Argentina, the amendment to the Railway Act and miscellaneous matters at the end of the Report. It seems to me these ought to have more than the passing attention that is given to them by the reading of the Report, so that if any of you are of the same mind as the Chair is on this subject I would like to invite remarks and criticisms and expressions of opinion, let us say first about parcel post.

Parcels Post.

Mr. Fairbairn.—I must apologize to this convention for appearing so often, but this matter of parcel post is one of such importance to every citizen of Canada that I hope you will pardon me for again appearing before you. No definite action, the Report says, has been taken on this matter pending the express enquiry. Now we have the express enquiry all settled and practically no relief. The great bulk of the business of this country is done through the express companies, and a great deal more can be done. I have a vast amount of information here, but I only want to pick out a few points to show you the importance of this question as bearing upon the mandate which you have received from the people to take every action we can to increase trade within Canada. Take, for instance, the domestic service: Our parcel post rate is 16 cents a pound or $320 a ton in Canada and a limit of five pounds to a parcel. Now, our rate abroad is 12 cents a pound or $240 a ton, and we can send up to 11 pounds. Take, for instance, just a comparison of figures as between a British shipper to Canada and a Canadian shipper to any point in Canada. Take a 10-pound parcel, allowing a pound for the parceling and tying up and all, the postage from England to Toronto or any point in Canada would be $1.08. I am taking the question of boxed tea. Now that same parcel in Canada, same weight and everything, would be $1.76 for postage, giving the British producer, carrying your goods across the ocean and from the seaboard to whatever point you want in Canada that advantage; the charge is almost 40 per cent. less than we have to pay to send from here to Hamilton. These figures don't need any argument or discussion. We just simply want to point out to you the matter. That question is a very live one, and as far as the express companies are concerned it is a very live question with them to try to get their rates higher. Only last Friday they gave notice to the Board of Railway Commissioners in regard to some advances along this line. The people of Canada control the Commission which controls parcel post. Why can't we control it so as to give us proper rates?

Just a word in regard to what is done abroad. Newfoundland, which lies right at our door, has been discriminated against for some time, but that has been remedied. We have been charged 15 cents, and now it is reduced to 12 cents. Take a ten-pound parcel in England, you can ship that anywhere for 20 cents; the same thing here would cost us $1.60, eight times the rate. In Germany the rate is about one-third of a cent a pound, and they will carry up to 110 pounds. In France the rate averages (I think I am within the mark) 2 cents a pound. That is carried to the post office. They have different methods in every country, but they will carry up to 22 pounds. In the United States, unfortunately for them, they have practically the same tariff we have. This question has come up in our own House of Commons. During the discussion in the House of Commons on July 21st in regard to telegrams, the Postmaster-General stated he had been for several days working on a plan to establish a parcel post system, and that the Department had accumulated considerable information on the subject. I believe his recommendations were withdrawn owing to certain influences. Gentlemen, we have got to meet these influences. Plainly speaking, these influences are the railway companies of this country. If we are going to build up a trade within Canada we have got to get our rates at a reasonable rate, because the tariff is not any-

thing like as important a question to us as this very question here of the parcel post system. The United States are moving in this direction, and I am going to ask you to bear with me until I read what John Brisbane Walker has to say. "When John Wannamaker was Postmaster-General he was asked why this country could not have such a service, that is, a rate compared with Germany. He simply said, 'The four big express companies of the United States.'" Again he goes on to say the best proof of what may be done is in regard to the German tariff. Then again he points out that Germany can carry any sort of thing, cheese, farm produce, or anything else.

Work for Consumer.

Gentlemen, coming to ourselves, there seems to be very frequently a general impression that the manufacturers and farmers are at odds about the question. Here is a question we have got in common. Let us work with the farmer on this question; let us get a low rate of carriage where the farmer can ship his produce in the small package direct to the consumer and cut out that middleman profit we all talk about. Let us get up and take the thing in a straight business way. We don't have to feed a great lot of intermediate men in the way of commission men, jobbers and retail men. Let the farmer get in connection with you, with the consumer, with your employe and with your own home, and it can all be done. We have the machinery, we have the whole system. The only thing you have got to do is to get up and say what you mean and see that the Government carries it out. The American is going ahead and discussing the question in the "Literary Digest," and that paper says in many instances it would wipe out a regiment of middlemen who stand with adhesive hands between the consumer and producer; it would enable the farmer to send his eggs to the city customer; it would save the people at least $50,000,000 a year taken in extortionate charges, and it would regulate express rates downward with a chopping knife. A similar despatch declares parcel post would not only cut down the cost of living in great cities but check the depopulation of the rural communities and make it possible to carry on successfully in small towns large merchandise businesses having the whole country for their market. The express companies and railway companies have driven hundreds and thousands of merchants away from the towns and villages into the great cities.

Passing over this, a great amount of literature has been sent out to the country storekeeper urging him to petition against the parcel post system lest it destroy their business by throwing it into the hands of the mail order houses or departmental stores. That is a point that is readily answered by allowing your country store to be able to do business on a much smaller stock by having a low cost of transportation and quick delivery. Now, the American suggests they follow the German plan. It is not one-third of a cent a pound. It is not my thought that we suggest any such radical change for Canada, but I would urge it be an instruction to the incoming Committee to urge that the Parliament of Canada reduce the rate on all classes of articles. I don't like this discrimination, that because the press have a special influence they get a special rate. Let it be a rate for the farmer and manufacturer and everybody. Let us have a rate of 2 cents a pound or ten times the rate in Great Britain, and our limit of 25 pounds against their 125. I think, gentlemen, if we make that recommendation we make a safe start towards a sane policy for this country to carry out, and which will enable you to develop your business along the lines on which we have had instructions so to do.

Opposes Parcels Post.

Mr. Edmunds.—I didn't come here with any preparation or any intention of taking part in the discussion on this question of the parcel post, but I just want to draw the attention of the manufacturers to the fact that the great body of retail merchants, both in Canada and the United States, are strongly opposed to any extension of the parcel post such as is advocated by Mr. Fairbairn. Now, there is no question about it, as a good many of you gentlemen know who are in the smaller places, there are villages which are becoming depopulated, the business interests of the place are gradually decreasing and nothing but for the reason, or mainly because of the reason of the competition of the departmental stores in large cities. Now in the United States, if you have been reading the papers and some of the magazines, the retail merchants are strongly opposed to the extension of the parcel postage system there



MR. A. F. HATCH

(Canada Steel Goods Co., Ltd.)

Chairman Hamilton Branch

because, while there are no doubt a good many manufacturers such as Mr. Fairbairn who would be benefited by this parcel postage system, yet indirectly a great many of them would not be benefited by any such thing. Now, I think that the manufacturers should be magnanimous and look at this thing in a broad way, because if their customers, the retail merchants throughout this country, are going to be injured more by this extension of the parcel postage system in order to facilitate the business of the department stores, then I say it is indirectly not in the interests of the manufacturers of this country. Now, a great many of the wholesale houses, hardware men, drygoods men and grocers are already complaining that they are losing business because of the competition of the department stores. We want to build up in this country, not only centres like Toronto, Hamilton and Montreal, but we want healthy, live

small towns and villages, and the parcel postage system would tend against that.

Mr. Moffat.—I wish to compliment Mr. Walsh and his Committee on that comprehensive Report. It is so plain and simple and so well arranged that a plain, ordinary manufacturer, a wayfaring manufacturer, I might say, can grasp the situation quickly and arrange it to suit his own business. There is one thing Mr. Walsh says. He says he maintains a neutral position with regard to the application of the Vancouver Board of Trade and the Nelson Board of Trade with a view of getting better rates to the interior. I wish he would change that neutral to positive. I don't see why we should be neutral on that point. We have been endeavoring to ship a few goods lately to Shanghai, China, and we have also been trying to get a slice of that British Columbia trade. The Americans have appropriated a great deal of the British Columbia stove trade in the last few years. We are proposing to use Nelson as a base for the interior, and on looking up the rates last week I find it costs as much to ship a stove to Fort Steele as to China—it costs me about $10 from Weston, which is exactly the same price it costs to ship to Hong Kong. There is something wrong there, and I think we should do something to help the Nelson Board of Trade and to help the Vancouver Board of Trade in order to secure better rates to the interior. When the different railways, the Canadian Pacific, the Canadian Northern, and Grand Trunk Pacific, came into Edmonton there was very little difference in the rates. We expected great competition. Did you notice much change in the rates? Not ten per cent. reduction. It will be just the same when the Canadian Northern goes into Vancouver. They are going to keep the rates up as long as they can, and we need Mr. Walsh and a few more clerks in his office to help us out.

Reciprocity is a pretty good thing in connection with transportation. Our Canadian railways have so many thousands of miles of mileage in the United States. The Inter-State Commerce Commission have taken the initiative in a great many things, and we are simply following them. In one place the Report says the Inter-State Commission have made five geographical zones extending north and south. Now, I think our Committee should be instructed to follow that up and see if we can't get five or six geographical zones extending north and south in Canada. This would make a difference in our business in the West of about ten per cent. saving in freight if these zones were adopted. They have the third zone there between Buffalo and Pittsburg. That could include Toronto and Hamilton, and that would only add 15 per cent. to the terminal rates. That would help us out a great deal.

I don't wish to take too much time, but there is another thing I would wish to add to Mr. Ellis' suggestion. I know, as an old member of this Committee, that Mr. Walsh has too much to do, too much clerical work, and in a tremendous big undertaking like this, you can see by the Report about one-third of the whole pamphlet is devoted to transportation, he should be allowed a special clerk to attend to details.

The President.—Two or three.

Assistance in Transportation Department.

Mr. Moffat.—One special sort of private secretary to attend to those details and let Mr. Walsh attend more especially to some of the more important parts.

The President.—Mr. Walsh, will you just answer that question about the neutral position?

Mr. Walsh.—Our neutral position applies entirely to the Vancouver rate case. There is no application to the rates to the interior. We are watching that very closely at the present time. As shown in the Report the Inter-State Commission ordered a reduction in the rates to the interior on the complaint of the Spokane Board of Trade. Within the last few days the railways have gone to the Supreme Court, and they have also advanced the class rates from east of the Missouri River to the coast very considerably. Our Canadian railways have taken no action at all, none whatever, and I don't think they will take any action until the Supreme Court disposes of this appeal from the ruling of the Inter-State Commerce Commission. If the Inter-State Commerce Commission is upheld it will mean that the rates will be reduced very materially from the East to the Middle West.

Mr. Moffat has referred to zone 3. In zone 3 the rates will not be more than 15 per cent. higher than the rates to the Pacific Coast. That is to say, at present a great many of our commodity rates to Calgary and Nelson are made up of the rates to the coast plus the local tariff. If the position is upheld it will mean all the rates will be based on the coast, and the rates from the various zones will be a certain percentage over that. For instance, Winnipeg will take the coast rate. Duluth and even as far east as Fort William, the next division, will be 7 per cent. over the coast, and the next zone 15 per cent., and when you come further east to the Atlantic coast 25 per cent.

The President.—Perhaps the meeting would like to hear something from Mr. Walsh about his own office, and whether he is or whether he is not handicapped and prevented from doing full justice to the Department and full justice to himself.

Mr. Walsh.—I have felt for some time past, as expressed by the Secretary yesterday, that much better work could be done by the Department with help. That is to say, there is no opportunity now to check the tariffs closely in order to see the effect of the change. We have to largely depend upon complaints; now, with assistance in the office, these various tariffs as issued could be checked over from time to time, and I think a great deal of information sent out to the members that they have not got at the present time. It is entirely and utterly impossible for me to do it at the present time; it takes me all my time to attend to my correspondence and in a sort of way get ready for the Board of Railway Commissioners, because they meet every month, and frequently twice a month, and at every city we have several cases for hearing.

The President.—I hope after what has been said here to-day that the incoming Executive Council will take this matter of the increasing of our staff and the assistance to the Managers of the different Departments into their very best consideration, otherwise we will come a flop some day and it will only take a few days to do it. In the first place I think we stand the risk of losing some of our good men, and if we don't increase and have understudies for some of these men we will come such a drop that we will jolt our back teeth and it will take a long time to get over it.

Favors Cheaper Parcels Post.

Mr. Ransford.—Mr. President and gentlemen, I don't wish to take up your time, but I could not sit still and allow the statements made, I believe, by Mr. Edmunds to pass without a little criticism. I should feel very sorry to think that we would place ourselves on record as allowing such a statement to pass unchallenged that we are opposed to lower rates for parcel post. The speaker in question gave it as a reason why the present rate should be maintained and why rates should not be lowered, that certain places, villages and so forth, were suffering, becoming depopulated and stagnant on account of the competition re-

ceived from departmental stores. Well, gentlemen, this is the first time in my life I ever heard of a small town or village going down because there was one drygoods place in it in place of two or one grocery store in place of two. The cause that is leading up to smaller places going down is the want of manufacturing industries in their midst. It is not the existence of one or two or three retail drygoods stores. In the town where I come from, for instance, they are doing their very best, as every other place is doing, to get the manufacturing industries centred there, and I maintain, contrary entirely to Mr. Edmunds, that the greater facilities you put into the hands of people living in small places to deal with departmental stores at the centres, or, in other words, to live in the country and at the same time have the advantage of shopping in the city store, the more you will make the country attractive and the less likely you will be to make those people leave the country parts and flock to the cities. There was a meeting of the Board of Trade in my town a short time ago. They have adopted the method of having a committee of the retail storekeepers quietly, sub-rosa, watch everything that comes into the town to the express office, finding out who the people are that deal at Simpson's and Eaton's, and thereby bringing certain pressure to bear upon those ladies and gentlemen that would lead them to leave part of their trade at least in the town where they live, because it is a very bad thing that doesn't cut two ways; and this Committee gave in their report and they said that there was not nearly as much competition to-day as formerly; that the shopping that had been done at these departmental stores was gradually on the decrease; and they were honest enough to confess that competition from the departmental stores in the city had done them good in that it had caused them to rouse up and sit up and take notice and replenish their stocks and be more up-to-date in the way they do business. Therefore I do hope that we will place ourselves on record with no uncertain sound that we are in favor of getting the very best possible parcel post rates that we can obtain from the Government.

Mr. Gourlay.—I would just like to intimate in regard to the express rates what may not be known to everyone, that the situation in regard to parcel post is altered somewhat of recent date by reason of the fact that you can get goods carried free from the departmental stores, if you buy a certain amount, to anywhere throughout the Dominion, which has given a different bearing in some respects to this question; and the question after all is, will the retail shopper, getting his goods speedily in small lots at smaller prices through the mail, not be better able to meet the competition that already provides for free carriage. That is the question that the Committee should consider, and it is a question why this matter should be again discussed and threshed out to an issue. I would like also to refer to just one or two matters briefly. In the Toronto Board of Trade, of which I have the honor to be President, we are intending to inaugurate a Freight Bureau. We have realized, as a result of the Report of the Railway Commission, that the railroads own the express companies, and it is not to the interest of the railroads to give us in the matter of a prompt packet service such speedy deliveries upon schedule time between various points throughout the Province as to enlarge that portion of the trade and lighten the express trade. We believe in the Toronto Board of Trade, and we would like every other Board of Trade throughout the country to have the same belief, that if we could get our railways to give us what we have the right to get, a prompt schedule time delivery from all important towns, that when we place our goods at a certain hour in the freight shed they will be at a certain hour at a certain place, we would get our freight put through, and if we could get our Boards of Trade to act concertedly we could go before the Railway Commission and insist that we get as good rates as they do in other countries.

Another thing is as to this Committee. This Committee and Mr. Walsh are overworked, but beyond that we are face to face with changing conditions in regard to the rates that will give him and his Department a great deal of work. The great roads in the States, and our own roads will follow, are figuring on their reduction on goods to seaports to meet the conditions in advance of the Panama Canal, and when that Canal is opened we will also have such changed conditions that it will induce the reduction of freights and our Department should be ready to scan closely every change that is suggested in tariff, because sometimes freights offset the reduced rate in classification that costs us more. Therefore that Department should receive the necessary help to meet these conditions.

I would like to emphasize another point which I think was forgotten by our President in his Report. I think it



MR. J. W. HACKETT

(Robertson & Hackett)

Chairman British Columbia Branch, 1911-1912

was not a head and heart omission, I think it was just a *lapsus lingui*, but if the rates in regard to the carriage of goods are to be reduced by the opening of the Panama Canal, it only emphasizes what they all know, that the only efficient check on railway transportation is water-borne transportation, and that water-borne transportation of this country, being in the hands of the Government, it is up to us to see that we get the best of that service and the best out of that service, so that it will act as a check on all points. In his address he omitted what to us as manufacturers is a very important matter, and that is the Welland Canal.

The President.—I put that in afterwards.

Mr. Gourlay.—I am glad to hear it. In the West, where we have no ports, the Georgian Bay Canal when built will be of much more value to the city of Montreal and to the eastern merchants and manufacturers than it will be even to those in Ontario; but we know as a matter of fact

that it will take many years before that canal will be opened for use and be any effective check at all on the freight rates we have to pay to the railway. We do know, on the other hand, that the Welland Canal will in a short time act as a check towards bringing down freight rates. Therefore we are desirous in the West that that be the first scheme the Government undertakes in the way of giving us better protection, and we would ask every Eastern manufacturer to co-operate with the West to see that the Government go on with these improvements to the Welland Canal. I believe it is in the interests of the manufacturer, and therefore I urge it.

Rates to the West.

Mr. Henderson (Windsor).—It would take all day to attempt to criticize or even to praise this most comprehensive Report. I would only like to add a word of praise to the Manager of the Department for the very careful and painstaking manner in which he has drawn up this Report, which, I think, is beyond criticism. I listened very closely to what was said by Mr. Moffat, and I think instead of criticizing the Department for taking a neutral position in connection with the Vancouver rates he ought to have commended them in the highest manner possible. They have taken a neutral position I was very glad to know. I should be very sorry indeed to set the East against the West. I have no doubt that the manufacturers in Vancouver desired to have the rate lowered, but, gentlemen, don't forget if you are going to lower the rates very much from Vancouver inland without lowering the rates from here to interior points, you are going to lose business. As a matter of fact to-day I know many businesses which can't carry on the business they have done in former years in British Columbia owing to the fact that the rates from Vancouver to internal points are so low that any advantage to you by the tariff is wiped out and it is a matter that requires a great deal of consideration, and instead of criticizing the Department we ought to commend them. But I gather from between the lines that the Department are trying to get the railway companies to do what to my mind they should have done long ago, to readjust their rates to the interior points and give those towns which are not situated on the coast some reasonable chance of getting business at a reasonable rate. That, I think, is the view we all ought to take of it. Nelson, as mentioned by Mr. Moffat, was not at all in favor of the rates being lowered from Vancouver; on the contrary, Nelson passed a resolution objecting to it unless the rates to the interior points were lowered. That is all we want.

Now, with reference to parcel post, there is a great deal in what has been said by Mr. Edmunds, also a great deal in what has been said by Mr. Gourlay. I have myself seen frequently out West tremendous baskets and bales of postal matter coming from England at a much lower rate than you could ship from Toronto; but, on the other hand, this matter was thoroughly discussed about five years ago both in the Executive and at the Annual Meeting, and at that time I think the consensus of opinion was not to take a very determined stand one way or the other. There is no doubt that the parcel post rates could be reduced and reduced very greatly, but I should be exceedingly sorry to see the condition of affairs obtaining in Canada which obtains in England and in Germany. There is no doubt a reduction can be made, and, notwithstanding what my friend, Mr. Ransford, has said, it is a great hardship and would be a great hardship to many of the interior towns if this parcel post was reduced to a very low figure. It can be reduced, but at the same time we want to act in harmony with the Boards of Trade and other bodies and not jump into this matter without consultation with them.

Mr. Cockshutt.—Mr. Chairman, I think that the questions under discussion here can well be left to the incoming Transportation Committee. We know that they are under good guidance and that the work is going on satisfactorily as far as the freight rate situation is concerned, and in freight classification we know it can afford to be watched by our Transportation Committee. We know, those of us who have watched the Transportation Committee since it was established, that we have saved for every manufacturer in this province many dollars; we know we are doing it every month. I think we can safely say that the Transportation Committee has not only done for the manufacturers of Canada very much good, but also for shippers generally. I believe that it is one of the Committees that should have the strongest support from the Association. I don't think one clerk will be enough to assist Mr. Walsh in this great work. I believe it is up to the Association to say that the fee, if it is required, should be raised so that they may be competent to carry on the work, and I for one would heartily say let us have higher fees for the membership of this Association if it will do the good for us in the years to come that we have had from the Transportation Committee in the past.

Time Table for Freight Trains.

Mr. Waddie.—I don't want to intrude again, but Mr. Gourlay has just touched on an important matter. I think that it would be well for us to recommend that the Transportation Committee devote some time in the coming year to the question of the railroads supplying the manufacturers with a time-table of their freight trains. We get our freight down to the station or get it loaded on the wagon, and we haven't the faintest idea when it is going to reach its destination. I don't suppose there are half-a-dozen men in the room here to-day can tell how long the average freight takes to get from Toronto to Calgary, or Toronto to Edmonton, or any of these other points. I had an experience last year when I was in Vancouver, where one of my customers told me he ordered some stuff from me in Hamilton, and also some stuff in Liverpool, and that the stuff from Liverpool, which left about the same time as mine had in Hamilton, arrived first. The railway companies have schedules which show exactly what freight trains go out of the town in a day, and how long they are supposed to take to get to a given point, and I think if the Transportation Committee could get the railroads to supply such time-tables it would be well worth our while. If they press them I think they would give us some idea anyway, because it seems to me it is a matter that would save us a tremendous amount of money in the shape of express. If we knew what time a freight train left we could probably send goods by freight instead of express.

Another point is that there are some places that are only served with freight trains about three times a week, or something of that sort, and we might go to work and hurry out material on Monday that, if we only had a time-table, we would know couldn't possibly get out of the town until Wednesday or Thursday. I think it is a matter that might be taken up by the Transportation Committee.

Mr. McNaught.—I just want to say one word in regard to this parcel post discussion. I am quite satisfied, and everybody here will agree with me after hearing the discussion this morning, that there are two sides to this question. Personally, I am very strongly in favor of the reduction of parcel post, but I think there are a great many retail merchants in Canada, as has been pointed out, who

are opposed to this, and for very good reason. It appears to me that if that is true, and I believe it is true, the incoming Committee should be asked to confer with these retail associations, and find out if some understanding can be arrived at whereby the postage could be reduced to the satisfaction of both manufacturers and retail merchant. If it were a question between manufacturers and railways and express companies only, there would be no trouble in framing your mind. I think we could arrive at some solution of this difficulty which might be satisfactory to both parties, and which we could recommend to the Government.

Mr. Packard.—I think it is understood quite clearly that these departmental stores sell at from 10 to 25 per cent. less than the local trade; that is the inducement they offer to the outside customer. If such is the case, then if you establish uniform prices it would make no difference at all.

Mr. Brittain.—I heartily endorse the mover and seconder of this Report in regard to the management of the Transportation Committee. And I, as a member of the Transportation Committee, know well what Mr. Walsh has done for this Association. Mr. Walsh visits the different centres, such as Montreal, and spends a day with us there. We make our appointments with Mr. Walsh, but it is as hard sometimes to get in touch with him as it is with the Prime Minister, he is so busy; but I would suggest to the incoming Council to open out a Branch of the Transportation Department in Montreal. Montreal is the centre of the transportation companies. I don't say to make it a large business down there, or a large Branch, but to have a competent employe who can look over matters which we may have, and put it together in concrete form for Mr. Walsh when he comes to Montreal. I don't think I have anything further to say on this question except that I would like to see one of the new staff of the Transportation Department located in Montreal. The Montreal Board of Trade to-day have a Transportation Manager, and most of the manufacturers are now getting the benefit of his experience instead of coming direct to the Transportation Manager of the Canadian Manufacturers' Association.

Railway Commission in West.

Mr. Parkhill.—Mr. Chairman, before the discussion on this question closes I wish to express the esteem and appreciation in which Mr. Walsh and his Committee are held by the Manitoba Branch. We consider that the work of his Committee has been extremely beneficial to us, and I wish to state that here, and we hope also that the recommendations made here will be carried out; that his Department will be extended and enlarged sufficiently to enable all the work brought before the Committee to be taken care of properly and promptly. The present Premier, Mr. Borden, in his remarks in the West, promised that a Branch of the Railway Commission would be permanently located west of the Great Lakes. If that is done I believe it would be a wise and proper move on the part of the Transportation Committee to establish a Branch in Winnipeg to assist and watch the work of the Railway Commission.

Before sitting down I wish to make one or two remarks about parcel post. That has bee discussed by the Manitoba Branch and also by the Winnipeg Board of Trade, and I don't believe there is a part of Canada that will probably be affected more in its small towns and cities than the Prairie Province, and yet, even with that in view, the feeling throughout the West is popularly in favor of the reduction in parcel post rates.

The President.—It is twelve o'clock, and we have a great deal of business to do, and while this Report ought not to be slurred over, unless someone has something very special to say or some new points to bring out, I think we will have to close the discussion pretty soon.

Mr. Parsons.—Mr. Chairman, I think we will all agree that transportation matters are in very much better shape in Canada to-day than they were a few years ago. We only need to look over our own experience of the past few years to realize that, and I think in this connection that we should give a great deal of credit to the operations of the Board of Railway Commissioners of Canada. I have had the good fortune, as it turned out, to appear several times before the Board of Railway Commissioners, and I can say from a little personal experience I believe that that Board is the most impartial tribunal in Canada to-day. (Hear! Hear!) Every man who goes before that Board with any grievance will receive a square deal, and I have come to this conclusion that even where his case is very imperfectly presented, as is oftentimes the case, that that will make no difference whatever in the results which he will obtain. His case will be looked into in the most careful manner; every point will be scrutinized, and the Board of Railway Commissioners, Judge Mabee and his colleagues, will give him full justice.



MR. L. L. ANTHES

(Anthes Foundry Ltd.)

Chairman Entertainment Committee, 1911-12

I would like to say, also, in connection with Mr. Walsh and his Department, my firm receive a very great deal of help. Mr. Walsh has always been most ready to do anything he could possibly do to advance the interests of the members of this Association, and I quite concur in the view that he should have a good deal more help than he now has in order to make this Department more effective than it has been in the past. I have also this to say on behalf of the railways. Gentlemen, I sometimes think we blame the railways for things for which they are not blameable, and I believe whenever we have a grievance we should be very careful that that grievance actually exists in fact, because, by going before the Board of Railway Commissioners, or by going before the railways with a half-made case, we will lose prestige and not get what we desire, and therefore I think we might appreciate to some extent the

action of the railways in coming to this Department of our Association when they have any great proposition in the way of raising rates or making other changes. That of itself is a tribute to this Association and to the Department over which Mr. Walsh presides.

The President put the motion to adopt the Report, which, on a vote having been taken, was declared carried.

The President.—The next business is the Report of the Committee on Resolutions. Mr. Murray, our Secretary, will read it.

RESOLUTIONS.

Mr. Murray then read the report of the Committee on Resolutions as follows, and the following resolutions were adopted:

Report of Committee on Resolutions.

I.—Votes of Thanks—

Resolved, that the hearty thanks of the Canadian Manufacturers' Association be and are hereby tendered

1. To the officers and members of the Toronto Branch of the Association for the entertainment so kindly provided, as well as for other arrangements which have contributed to the success of this meeting.

2. To the Canada Foundry Company, Limited, for their generous invitation and for hospitalities extended.

3. To the Railway and Steamship Companies of Canada for the reduced rate authorized for this Convention.

4. To the press of Toronto and other cities for their full and fair reports of our Convention proceedings.

II.—Workmen's Compensation—

Resolved, that the conservation of industrial efficiency, by organized and systematic means for the protection of the life and health of wage-workers, and compensation for the results of industrial accidents, is one which demands the careful attention of this Association.

That in view of the imminence of legislation upon the subject in some of the provinces this Association ought to undertake a thorough investigation of the whole subject of accident prevention and relief, with a view to formulating a broad, general policy for future activities.

That recognizing the futility of repeating the experiments of other countries and the possibility of profiting by the failures and successes of legislation of other jurisdictions, we urge upon those in authority that, without permitting any undue or unreasonable delay, any future legislation should be undertaken only after the most thorough investigation of the whole subject from all standpoints.

That a committee be appointed to investigate the subject on behalf of this Association, and that this Committee be authorized, under the direction of the Executive Council, to take such steps as may be deemed advisable to present the views of the Association as occasion may arise during the coming year to any legislative or other bodies dealing with the question.

That the following be a Committee for the above purposes, with power to add to their numbers:

Messrs. J. R. Shaw, W. K. McNaught, A. E. Kemp, P. W. Ellis, A. Fleming, W. B. Tindall, E. J. Davis, R. S. Gourlay, T. A. Russell, Geo. Watts, Alex. Saunders, S. J. Williams, R. O. McCulloch, J. P. Murray, John Firstbrook, Sam. Harris, Howard Murray, John Baillie, C. B. Gordon.

III.—Industrial Co-operation—

Whereas, one of the outstanding features of our present industrial and commercial development is the growth of great organizations, each representative of its own special branch of activity, such as Agriculture, Labor and Manufacturing; and

Whereas, it would now seem desirable that advance be made in the development of some organization in which all could meet on common ground. Be it

Resolved, that the Executive Council be asked to take such steps as may be possible to secure the meeting together and co-operation of representatives of these great specialized organizations in the working out of problems of common national interest.

IV.—Extra-Provincial Legislation—

Resolved, that as an Association representing 2,500 companies engaged in commerce in all parts of the Dominion, we deplore the existence and constant extension of the system of extra-provincial company legislation in the different provinces of Canada. We are willing at all times to bear our fair share of taxation, and it is not to this feature of the system that we object. But we regard it as entirely unreasonable and destructive of sound business conditions that companies which may have, perhaps inadvertently, omitted to comply with these acts should thereby be deprived of access to the courts for the enforcement of just business claims. We urge that it is no proper incident of any system of taxation that the non-payment of the tax should be penalized by incapacity to appeal to a court of justice, and we deprecate the policy involved in the passing of these acts as being subversive to the best interests of our country.

We regret also the delays and hindrances that have thus far prevented the constitutionality of these acts being tested in the Supreme Court, and we recommend to the incoming Executive Council that every effort be made to secure a determination of the legal questions involved in the reference which has been made.

V.—Uniformity of Provincial Laws—

Whereas, in certain subjects affecting manufacturing and commercial business throughout the Dominion, the laws of the different provinces of Canada contain many needless and irritating diversities.

And whereas suggestions have been made from time to time for harmonizing and placing on a more uniform basis the laws of the different provinces on these and other subjects; be it

Resolved that this Association strongly support any such movement for uniformity and announce itself as prepared to co-operate with any other representative bodies to this end.

VI.—Conservation—

In view of the great importance to Canada's continued prosperity of adequate conservation and intelligent utilization of our great natural resources, and in face of the growing temptation to discount our national future by their rapid exploitation,

We, the members of the Manufacturers' Association of Canada, in convention assembled, wish to compliment the Chairman and the members of the Dominion Conservation Commission on the splendid work they have so far accomplished; to express our opinion in favor of frequent publication of information on the subject for the education of public sentiment, and to assure the Commission that it has our cordial support in the great and important work that remains for it to do.

Mr. Murray.—In addition to the resolutions which I have read, the Committee was called upon to consider a number of others, and in not reporting on them I think it is well perhaps to explain that their reason for declining to report them to this meeting was that they thought all

of them had best be first considered by some of the standing committees. The failure to report does not indicate that the resolutions were viewed adversely by the Committee.

Mr. Saunders.—As a question of privilege, I was going to refer to a matter in the Transportation Committee's Report.

The President.—Is it your pleasure, gentlemen?

Voices.—No. No.

The President.—You had your opportunity. We will now have the Report of the Committee on Nominations.

ELECTION OF OFFICERS.

Mr. Murray.—The following is the Report of the Committee on Nominations of Officers and Committees for the ensuing year:

Mr. Curry President.

For President—Mr. Nathaniel Curry, of Montreal. (Applause.)

The President.—Mr. Curry, I give into your guiding hand and protecting care the course and custody of this great Association. If you have as much hard work, take as much responsibility and are not more severely criticised or thought any the worse of, than I have been told I have been thought of, I shall be glad.

Thanks Members.

Mr. Curry in taking the Chair as President was received with applause and the singing of "For He's a Jolly Good Fellow," and said: Gentlemen, I thank you for the honor you have done me in placing me at the head of this important Association. I feel I have done very little to merit this honor, as I have not taken an active part in the Association work for some years. I was very much surprised when asked a year ago to accept the Vice-Presidency. However, I appreciate all the more the compliment you have paid me, and can only say that I will endeavor to perform the duties of this high and responsible office in a manner that will repay you for the confidence you have placed in me.

This Association is the largest and most influential trade organization in Canada, and is doing a splendid work in moulding public opinion as to the best trade policy for this country, but we should not rest content with what we have done or what we are doing now. Our Secretary has referred in his Report to many things that can and should be done for the benefit of this Association, and the people of Canada generally, and I trust that necessary steps will be taken to increase our revenues so that the work of our body may be more efficient and far-reaching.

We should have on the books of this Association correct statistics as to the manufacturing industry. Possibly the Government blue books are correct enough to copy from, but anyway we should have entries in our books showing total number of manufacturing industries, amount of capital, number of men employed, amount of wages paid, and annual output. These entries should be corrected every year, showing growth of existing companies and number of new ones established for the year, with increased capital, output, wages paid and men employed; also number of these concerns represented in this Association, and the names of those not represented, so that they might be communicated with, with the object of having them become members.

I have no doubt that many concerns would be willing to supply their travellers with our pamphlets and membership application forms, and that considerable could be done in this way to increase our membership. A larger membership, with corresponding revenues, will enable us to greatly improve the efficiency of the Association. This will mean greater influence, and increasing influence will mean decreasing opposition to the doctrines we teach and practise.

Our retiring President came into office at a time when we all felt very uneasy about the tariff, and the year just closed has been one of the most strenuous and eventful in the history of our Association. I feel that I am very fortunate in coming into the Presidency at a time when our immediate difficulties have been overcome and the outlook for the future is so bright.

I realize that the executive and committee work means considerable sacrifice to the men who leave their business to attend to the affairs of the Association, and I deeply appreciate the services so freely offered to further the interests of the manufacturers and people of Canada generally, and will endeavor to do my part in strengthening the hands of these gentlemen, as well as our permanent staff.



MR. J. H. PARKHILL

(Alaska Bedding Co., Ltd.)

Chairman Manitoba Branch

Mr. Gourlay Vice-President.

Mr. Murray.—For First Vice-President—Mr. R. S. Gourlay, Toronto. (Applause.)

Mr. Gourlay.—Mr. President and fellow-members of the Manufacturers' Association, I desire to thank you most heartily, not merely for the honor thus conferred upon me, and which I certainly did not expect—indeed I did not look forward to it at all, and was surprised and humbled not only to learn that I had been nominated, but also to learn that others who had been nominated withdrew in my favor. I have not asked who they were. I desire that my conscience will not trouble me if, by any sin of omission or commission, I am led to believe that the men who had withdrawn in my favor had made a mistake. I would like to say to the President that as far as I have it in my power I will endeavor to be of service to him and to the Association in any shape or manner in which I have ability. Of course I realize in what he said in the early part of the meeting, in view of the limited work he did for Mr. Rowley,

he is going to double his work this year, and consequently I shall have a very slight amount of work to do.

Might I say I am proud of the Manufacturers' Association, proud of any work I have been able to do on any of the committees, and proud of the influence and of the character of the Association? In Canada to-day we have a very bright record as a people. The recent election indicated that we were practically united as provinces, and I do not know any other organization that has done more to unite the provinces of Canada in this great Confederation of ours than this great Association. The recent election also has indicated that as classes we are together. On a lower policy affecting the pocket, the farmer, the artisan, the professional man and manufacturer have stood together, and stood together in a manner that has indicated solidity in our national life, for which I think this Association is very largely responsible.

Another element which has given me pride and pleasure has been this: that the record of Canada from a manufacturing standpoint is the best record in the world in the



MR. E. T. NESBITT
Chairman Quebec Branch

matter of strikes and freedom from strikes. I believe, sir, that this Association is very largely responsible for that. I also see from the labor records that in the matter of wages paid to our artisans, there is none superior to us anywhere in the world, and this also, I believe, is the result of this Manufacturers' Association. Why do I think so? We are all liable, if we remain in a limited area busily engaged with our own work, to have our sympathies, our horizon and our influence contracted and made selfish, but the gathering together from year to year in this organization that takes place at various places throughout the Dominion, has broadened us, enlarged us and made us more unselfish, and I think if nothing else is done by this organization than just to instil that spirit throughout ourselves as a class, and throughout the community as a whole, this Association has earned its reward in history.

Gentlemen, I thank you for the honor. I will do the best, according to my ability, to be of service to the Association.

The Secretary then read the following results:

Ontario Vice-President—Mr. R. McLaughlin, Oshawa.

Quebec Vice-President—Mr. C. B. Gordon, Montreal.

Manitoba Vice-President—Mr. M. F. Christie, Winnipeg.

British Columbia Vice-President—Mr. James Ramsay, Vancouver.

Nova Scotia Vice-President, Mr. J. P. Edwards, Londonderry.

Mr. Edwards.—Mr. Chairman and gentlemen, I have to thank you for this nomination. I don't know that I have done anything specially to deserve it. Manufacturing with us is conducted on the usual scale of progress, and there are no features that warrant anything specially from me on this occasion. I hope to have the opportunity of making a few remarks to you later in connection with a proposal which I judge the Secretary will read, and I may have something to say then. I thank you again for this honor.

Mr. Gordon.—Mr. Chairman and gentlemen, I thank you very much for the honor which you have conferred upon me in appointing me Vice-President for the Province of Quebec. It seems to be a day of surprises. I am also surprised that I should have been appointed because I really have not worked very hard for the Manufacturers' Association. I have been too busy with my own business. I see from these Reports that have been made that there is a great deal of work to be done, and I hope I will do my share in the coming year.

Vice-President for New Brunswick and Prince Edward Island—Mr. John Palmer, of Fredericton.

Vice-President for Alberta and Saskatchewan—Mr. W. H. Clark, Edmonton.

Treasurer—Mr. George Booth, Toronto. (Applause.)

Mr. Booth.—Mr. President and gentlemen, I thank you for again conferring this honor upon me. To me it is a matter of pleasure, and I don't know what I would do if you let me off. For so many years I have met the gentlemen around me that it seems to me I belong to the Association, and I suppose I do; but in years gone by it was not as easy a position as it is to-day. We had then to go around to the banks and try to borrow a little money from them, and go to some of the members of the Association and get their names on paper, so that we could carry it through; but now there seems to be no trouble at all. As to raising the fees of the members of the Association, I hope we will never interfere with the two lower ones, the $10 and $15, but it does seem to me that it would not hurt some of our larger manufacturers if they paid $500. It would not mean to them as much as it does to some who only pay $10. I thank you from the bottom of my heart for continuing me in your confidence.

The Secretary then read a list of the members of the Executive Committee.

Mr. Murray.—Just here let me state, since this Convention began a number of names have been handed in to me of people who have expressed their willingness to serve on the committees. These names were reported to the Nominating Committee, and the action they took was that, as the full complement of names had been submitted, and as the time had passed for nomination of members of committees, they could not see their way clear to accept them. I wish to state, however, that all committees have power to add to their numbers, and I am instructed to suggest to the Chairman of each committee that the names which have been handed to me should, by their own action, be added.

The President.—Gentlemen, that finishes the regular order of business, but there are several items of new business. I would now call on Mr. George.

Thanks to Retiring President.

Mr. George.—Mr. President and gentlemen, I have a resolution to present at this time, and in view of the lateness of the hour I am not going to add anything to it in the way of amplification, as I believe the resolution will convey the sentiment of the meeting.

It is moved by myself, seconded by J. H. Sherrard, and resolved, that the members of the Canadian Manufacturers' Association, at the close of another successful year, desire to place on record their deep appreciation of the valuable services rendered to the Association by the retiring President, Mr. W. H. Rowley, and to acknowledge how much of that success is due to his leadership, his good business judgment and the faithfulness with which he has performed every duty of his office.

And be it further resolved, that the Executive Council of the Association be instructed to make tangible recognition of their appreciation of these services.

Mr. Sherrard.—I have very much pleasure, on behalf of the Montreal Branch, in seconding the motion. It is obviously impossible to refer to Mr. Rowley as the "Matchless" President, but he has followed a list of very worthy Presidents, and he has done very well, and we are proud of him, as we are proud of all our past Presidents. I have much pleasure in seconding the motion.

Mr. Curry.—I heartily endorse this resolution. How will you pass it? By a rising vote?

(The resolution was adopted by a rising vote and prolonged applause.)

Mr. Rowley.—Mr. President and gentlemen, I am very much obliged to you and am very appreciative to Mr. George and to Mr. Sherrard for the cordial way in which they worded and you received this resolution. It has been my aim to do my duty faithfully and well to the Association and by you all. One of the duties of my office was to conduct the business and to preside at your meetings on a business basis, so as not to have too much talk about too little; perhaps I have too strongly urged this meeting and some of our members to attend strictly to business before us. However that may be, pray be assured that I sincerely thank you all. You are all good fellows, so it was easy for me to get on very well with you without having any serious friction. As a matchmaker and like all match-makers, we have to have something about us that will light when it is rubbed hard or touched up too sharply, and maybe that's why I am, perhaps, a little explosive at times. However that may be, the man who knows his own weaknesses is best able to curb some of them, and so I feel that nobody has said anything about me or against me that I could not have said worse about and against myself.

Let me now retire on the "Reserve of Officers," but let me still come to your Committee meetings, attend your Councils and help this grand Association in every way at all times, for I shall remain always ready to rejoin the colors if the bugle calls and there is any special duty to be done.

Branch for Ottawa.

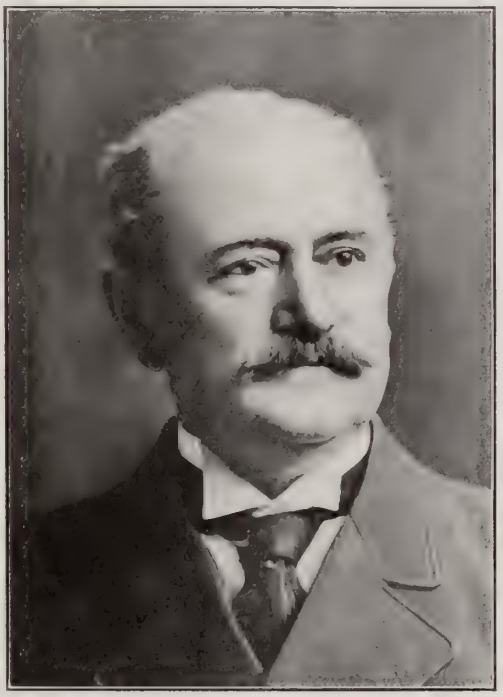
The President.—I will now ask the Secretary to read a communication from the Ottawa members.

Mr. Murray read a communication asking that a branch of the Association be established at Ottawa.

Mr. Sparks.—Much has been said here during the course of this convention towards the encouragement of getting new members and raising a greater revenue. I might say, gentlemen, that this will be certainly a step towards that end. While we have members interested in this Association from Ottawa, we have not, I feel, half of the representation the manufacturers of that district might have, and this, I think, will fall right in line with the efforts being made towards increasing the membership, and I think if this resolution is endorsed by the Association, that next year you will find a very much larger representation from Ottawa and a very live Branch of the Association there at the Capital City, where it seems to me it is very necessary there should be some committee or some organization. When gentlemen who are doing business with the Government come there we would like to have a Secretary there to look after them and direct them in their needs. I believe if this is passed the Association as a whole will appreciate a Branch organization in the Capital City.

Mr. Rowley.—I heartily endorse all that. I would like to remind Mr. Sparks that it is not only the City of Ottawa, but it is Ottawa and the whole of the Ottawa Valley that wants the Branch.

The President.—Would it be satisfactory to the Ottawa gentlemen if this is referred to the Committee on Finance for ways and means?



MR. S. B. BRUSH

(Brush & Co.)

Chairman Toronto Branch

Mr. Sparks.—Whatever the usual procedure is. I wasn't quite aware.

(Consent given.)

Next Annual Meeting.

The President.—The next order of business is the place for our next annual meeting. I will ask Mr. Edwards to speak.

Mr. Edwards.—I want to officially and formally invite the Association to meet in Halifax next year. This is on the part of the Nova Scotia Branch of the Canadian Manufacturers' Association. In making this formal invitation, I don't want it to be thought that it is not backed up by the very warmest feelings of cordiality and hope and knowledge that such a meeting would be one of pleasure to you all. Not only the Nova Scotia Branch of the Association, but other bodies in Halifax, are behind this invitation, and I know that everything would be done that is possible to make

the visit a success. You met in Halifax in 1902, I think, ten years ago it will be, and so far as I know there was no voice raised afterwards finding fault with the arrangements under which that meeting was conducted or the manner in which entertainment was served out to the members at that time. The banquet that closed the Convention was one of singular interest; the speeches were good; the resolutions were good, and there was one of them, in fact, that has come down as a classic almost from the echoes of that meeting—I refer to the Halifax resolution of 1902. I may say that the demand for soda water the next day after that banquet in Halifax was unprecedented. (Laughter.) I have not the honor to be a native of Nova Scotia nor a resident of Halifax, but I have lived long enough in Nova Scotia, and I have visited in Halifax often enough, to know that everything will be done to make the visit a success, not only by the citizens of Halifax themselves, but by the residents of the province. There are a good many things of interest down there. You will find probably more manufacturing going on than is known in the West. We can show you the largest iron and steel works in Canada; we can show you the largest colliery in Canada, and we can show you one of the largest producing shafts of coal, I think, in the world. There are industries of all sorts running through the Province, and the scenic views and the side-trips that could be taken would all combine, I think, to make the visit one of great pleasure and profit to you all as manufacturers, which is the main thing we are after. We can show you the new Canadian Navy, for one thing; we can show you the dock-yard, and we can show you the place where the future Navy of Canada is going to be built. I won't detain the meeting any longer. I would simply point out that Nova Scotia has a lot of manufacturing; that the friends here would find it of interest to come down and see us; that we pay out about four and a half millions of dollars a year in wages in manufacturing institutions; we have an invested capital there of about $35,000,000 and an output of well over $50,000,000 in manufactured goods, so that I think you would find something of interest to see throughout the country. I hope you will all come and bring your wives and friends with you, and we will try to make your visit as pleasant and interesting as possible.

Mr. G. Henderson (Halifax).—Mr. Chairman and gentlemen, I can't lose the opportunity of trying to impress upon you all, as a Haligonian, how anxious we are that you come next year to Halifax. The time would appear to be particularly appropriate. It is the city of the Prime Minister of this country. That, if it had no other interest, must give it an unquestioned interest to-day. It is the metropolitan city of the Province from which we take our own Chairman this year, although at the present time he does not reside in Nova Scotia, another point that is rather difficult to confute, I think; and I have in this somewhat bulky legal-looking envelope the documentary evidence of the proof that we want you there. I have a letter here from the Board of Trade urging it most strongly; I have a letter here from the Branch of our Association there presenting their claim, and a telegram from the President of the Nova Scotia Coal and Steel Company, one of the largest industries in the whole country, and many others which I need not enumerate. Somewhere in the general Reports you will find a reference to the smaller Branches not being as vigorous and not showing a hardy growth, in fact in some instances showing some decline, and we want to offset that in Nova Scotia. It seems to me, by holding your convention in the City of Halifax next year, that we will not only get great good to our Branch down there, but it must necessarily be of equal good to the Association generally. I hope you will take that into your consideration, and remember, too, that you are going to have a good time when you come down there. Of course, I have heard a gentleman here on my immediate right express a stern determination to do nothing but business at these gatherings. I guarantee he will find it an utter impossibility in the City of Halifax. In other words, I feel the demand for soda water the night after our banquet in Halifax will be greater than that unprecedented occasion some years ago. Gentlemen, come to Halifax.

Mr. Henderson (Windsor).—I think these gentlemen who have so eloquently pictured the advantages of going to Halifax will know that I am not opposing it. The members of the Executive Committee well know I contended for this Annual Meeting to be held in Halifax before very hard indeed. I remember very well that meeting, and I think we ought to go down there, but unfortunately we are already pledged to go to Ottawa. This meeting was to have been held in Ottawa, but for reasons which we all know it was impossible to hold the meeting there, and it was held in Toronto on the understanding that next year it would be held in Ottawa. At the same time, I suggest, if we can look far enough ahead, that the year after we go to Halifax.

Mr. Rowley.—Mr. President, I am a little like Desdemona, who saw divided duty. I am a native of Nova Scotia, and I have resided in Halifax; therefore I have got it over the mover; and in addition to what Mr. Henderson has so kindly said, in reminding you of your promise, I would like to say that Ottawa is the place where they make the Navy, where they make the Prime Minister; Ottawa is the place of the most extended and magnificent views anywhere in Canada. In the Ottawa Valley these are to be found. As for the largest mines and minerals, I will not say, but I can tell you there is an establishment across the river from Ottawa, at Hull, which is the very largest of its kind and the most unique under the British flag. So, if you want anything of magnificence and magnitude, we have got it all in Ottawa. But, above and beyond all that, we have the promise of this Association that the meeting will be held there. And I have this telegram now to read: "Ottawa extends to the Manufacturers' Association the most cordial invitation to hold the next Convention in Ottawa. Come to the City Beautiful. You will receive a right royal welcome. Yours sincerely, Charles Hopewell, Mayor." Now, I am ready to go to Halifax, not to drink soda water, but I do think Ottawa is entitled in every way to the convention next year, and I promise my brother Bluenoses that I will do everything I can, if there is even an expression of opinion of this meeting, that the year after that should be Halifax, to get it there, but Ottawa must have it next year, if you please. I don't see how you can get out of it, and therefore I don't have to urge it any further.

Following the usual custom, this matter was referred to the Executive Committee.

The President.—If there is nothing further before the meeting a motion to adjourn will be in order.

At 12.50 p.m., on motion of Mr. McNaught, the Convention adjourned sine die.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.

93. **Agricultural Machinery.**—A South African company is in the market for large quantities of agricultural machinery and implements and asks to be placed in communication with Canadian manufacturers of the same.

94. **Alumina Sulphate.**—A Lancashire firm of manufacturers wishes to get into communication with Canadian exporters of alumina sulphate.

95. **Bedsteads.**—A Havana firm desires to receive catalogues and price lists of iron and brass bedsteads.

96. **Blankets.**—A South African firm wishes to get in touch with Canadian manufacturers of blankets. Good references are given.

97. **Brushes and Brooms.**—A South African firm wishes to get in touch with Canadian manufacturers of brushes and brooms. Good references are given.

98. **Carriage Paints and Varnishes.**—A firm in Barbadoes wishes to be placed in correspondence with Canadian exporters of carriage paints and varnishes.

99. **Chairs.**—A New York firm of exporters is in the market for chair stock, including maple, beech or birch with spindle back and cane back and cane seat. The firm is well established.

100. **Chemicals.**—A Lancashire firm of manufacturers is desirous of getting in touch with Canadian exporters of blue green oxide.

101. **Churns, Cream Separators and Dairy Utensils.**—A South African firm wishes to get in touch with Canadian manufacturers of these supplies.

102. **Corliss Machinery.**—A large firm in Havana asks for the exclusive representation of a Canadian manufacturer of this line.

103. **Concrete Mixers.**—A firm of Buenos Ayres engineers is in the market for concrete mixers. Quotations should be c.i.f. Buenos Ayres.

104. **Corundum.**—An English firm enquires for Canadian shippers of corundum.

105. **Dried and Preserved Fruits.**—An Antwerp firm is in the market for dried and preserved fruits.

106. **Electric Signs.**—A Canadian firm makes enquiry for Canadian concerns who manufacture and erect electric signs.

107. **Flour.**—A West Indies firm wishes to communicate with Canadian exporters of flour.

108. **Flour.**—A South African firm wishes to be placed in touch with Canadian manufacturers of flour.

109. **Flour.**—A Newfoundland firm wishes to secure the representation of a line of Canadian flour.

110. **Furniture.**—A Havana firm of commission merchants asks for catalogues nad prices of furniture of Canadian manufacture.

111. **Furniture.**—A South African house of commission agents wishes to communicate with Canadian manufacturers of furniture.

112. **Furniture.**—A South African correspondent enquires for hall tables, benches for verandas, reading room chairs and other furniture, and wishes to secure catalogues from Canadian manufacturers.

113. **Furniture.**—A Newfoundland firm wishes to get in communication with Canadian manufacturers of furniture.

114. **Gasoline Engines.**—A Buenos Ayres firm of engineers wishes to be placed in touch with Canadian manufacturers of gasoline engines.

115. **Hog Casings.**—A London firm is in the market for supplies of hog casings and will be glad to hear from Canadian purchasers.

116. **Hubs, Spokes and Wheel Rims.**—A South African firm is in the market for hubs, spokes and wheel rims and wishes to get into communication with Canadian manufacturers of the same.

117. **Lanterns and Tinware.**—A Newfoundland firm wishes to get in communication with Canadian manufacturers of lanterns and tinware.

118. **Lumber.**—A Bristol firm enquires for hardwood lumber planks, deals and boards, also dowels, blinds, rollers, etc.

119. **Monel Metal or Nickel Copper Alloy.**—A Scotch firm makes enquiry for Canadian exporters of monel metal supplied in rolled sheets.

120. **Paper.**—A South African firm is in the market for wrapping paper, paper boxes, stationery, etc., and wishes to get into communication with Canadian manufacturers.

121. **Paper.**—A Lancashire firm wishes to get in touch with Canadian manufacturers of paper.

122. **Paper Bottles.**—A Canadian firm is in the market for paper bottles. The firm in question will use large quantities.

123. **Paper Cups.**—An English firm wishes to get in touch with Canadian manufacturers of paper cups with paper lids, suitable for holding one-half pint and one pint measures.

124. **Pine.**—A Scotch firm of timber merchants wishes to secure quotations on white or Norway pine. Specifications will be given on application.

125. **Plush Robes.**—Enquiry is made by a United States manufacturer of plush robes.

126. **Portable Houses.**—A New York firm of exporters have an enquiry from South America for portable houses and wish to obtain catalogues and prices from Canadian manufacturers.



Banquet of the Canadian Manufacturers Association, October 14th, 1911

THE CONVENTION BANQUET

The Annual Meeting Was Brought to a Close by a Banquet Which Was Marked by Much Oratory and Enthusiasm. A Brilliant Gathering.

A FITTING close to the Convention was the banquet on Thursday evening. The spacious dining room of the King Edward was tastefully decorated with cut flowers, while an orchestra played while the menu was being served. Among those at the head table with the new President, Mr. N. Curry, were the Lieutenant-Governor, Hon. J. M. Gibson, Mr. J. A. M. Aikins, Mr. W. H. Rowley, Prof. Stephen Leacock, Mr. Richard Grigg, Mr. Wm. Greig, Mr. George Booth, Prof. J. W. Robertson, Dr. Coulter, Sir Wm. Mackenzie, Sir Wm. Whyte, Mr. D. A. Gordon, and Mr. S. B. Brush.

After the members and guests had partaken of a well selected menu, the President, Mr. N. Curry, proposed the toast to the King, which was enthusiastically responded to by the singing of the National Anthem.

The President—Gentlemen, I will now ask you to fill your glasses and drink to "The Lieutenant-Governor of Ontario."

The Lieut.-Governor of Ontario.

The Lieutenant-Governor, the Hon. J. M. Gibson.—Mr. Chairman and gentlemen, I shall be very much disposed to join with you in rapidly disposing of these formal toasts at the beginning of the programme so that you may as soon as possible get down to the real work of the evening. I have to thank you indeed for the compliment paid me by inviting me to be here present to-night. As the representative of the Crown in this Province, I have had great pleasure and satisfaction in witnessing the manifestations of patriotism and loyalty which have been in evidence during the evening. We are a loyal people. There never has been a time in the history of the Dominion when there was less doubt about the attachment of the people to the throne than to-day. (Applause.) The existence of the attachment is undoubted. The future testimony in the shape of formal relationship may give rise to some differences of opinion, there being those who are ready to enter into bonds of obligation at once while others prefer to remain satisfied with the ties of filial affection which are equally strong, and rest satisfied till the natural process of evolution brings us down to a permanent condition of relationship, whatever that may be. But it is a matter of profound satisfaction that at the present time, and I think I may say for a long time past there is not and has not been the slightest evidence of any disposition to wander away or to lessen in any degree the attachment between Canada and the mother country. (Applause.) It is extremely satisfactory to be able to talk like this. It is extremely satisfactory to be present at an assembly that refuses to allow the menu to be disposed of without interlarding it with "Rule Britannia" and "God save the King," just at a time when a member of the Royal Family is landing upon our shores, (Hear, hear), and about to become the Governor-General of this Dominion. I would feel almost tempted to telegraph or send him a message by wireless of what has taken place here to-night.

Distributors of Wealth.

Gentlemen, I have read the Address of my friend the retiring President, a very able document which I will not attempt to criticize because that would get me into trouble. I have also read in some evening newspaper or heard that it appeared in some evening newspaper that this convention of manufacturers represents half a billion of dollars of money and I have heard it suggested that one of the serious subjects of discussion during your meetings was whether any improvement could be made upon the distribution of that vast amount of wealth. (Laughter.) There may be those who think that such might be the case. However that may be, I have no hesitation in stating that there is really no interest in the Dominion of Canada, whatever class you may mention, that is so largely composed of distributors of wealth as the manufacturers of this country. (Hear, hear.) I wish you all success as an Association in connection with your deliberations, I wish you all success in the various industries that you represent, and once more thank you for the honor and compliment paid me to-night by your invitation. (Applause.)

Wireless Message from Earl Grey.

The President.—Gentlemen, I have a telegram I would like to read you. This is a wireless message from Earl Grey. "W. H. Rowley, President Canadian Manufacturers Association, Toronto, Ontario. Please convey to officers and members of your Association grateful thanks from myself, Lady Grey and my daughters for most kind message. We are all very sorry to leave Canada and hope we may hear from time to time of the success, prosperity and well being of all your members. Au revoir.

"(Sgd.) Grey."

This message was received with cheers.

The President then delivered his inaugural address as follows:

Address of President.

Gentlemen, I wish to thank the officers and members of the Canadian Manufacturers Association for the honor which they have bestowed on me in selecting me to fill the very important and honorable position of President of this Association. That it is indeed an honor can be adjudged from the fact that the constituent industries of this great institution represent a capital of about $1,200,000,000.00, having an annual output of manufactured goods exceeding $1,800,000,000.00 and paying out annually in wages, $250,000,000.00.

It is needless to say that this showing could not have been made without protection for our industries in the past, and that the present and future success of this enormous business is very largely dependent upon the tariff. From the inception of the National Policy, until about a year ago, the Tariff was fairly satisfactory, but the lowering of certain duties since that time has injured some of us, the threatened lowering of others and Reciprocity with the United States would have injured all of us, but happily these troubles have passed away and we can now look forward with confidence.

While this Association is absolutely non-political, nearly every manufacturer was very deeply interested in the late elections and was bound to side against Reciprocity, feeling that it was the first serious step towards destroying our National Policy, the Policy that has done so much to develop

and build up Canada. From a business point of view the issue narrowed down to the question of whether our wheat should be ground in Canadian or American mills; whether our pulpwood should be converted into paper in Canada or the United States; whether our meat and fish packing establishments should remain and grow at home or abroad; whether our exports should be hauled in Canadian cars over Canadian railways to Canadian ports, to be loaded in Canadian vessels for shipment abroad, or whether they should be hauled in American cars over American railways to American ports. I am very glad to be able to say that our people have said at the polls, in a very decisive manner, that they will not have Reciprocity, and that all industries of Canada are to have adequate protection.

Effect of Trade Depression in U. S.

Our neighbors to the south are now experiencing severe trade depression, which is likely to grow worse during the Presidential Election year. This will mean that slaughter prices will be quoted on American goods for export to Canada. In abnormal situations like the present, even our present protection is not adequate, unless all our buyers, from our great railways down to the smallest purchaser, will give preference to Canadian goods, and bear in mind that heavy buying abroad at this critical period is liable to create trade depression at home. The head of one of our great railways, speaking at the annual meeting of his road last week, stated that manufacturers should now make necessary additions to their plants to enable them to supply our home markets. This is very significant and encouraging, coming from the source that it did, and I hope that our members will carefully consider it. At the present time Canadian trade is good, everybody is busy, labor is in great demand and well paid, and if we do not forget the motto "Made in Canada," U. S. depression will not cross our line fence.

There has been a good deal said during the past year about alleged grievances the grain growers and farmers have against the manufacturer. I am sorry to say that certain persons and certain papers, that ought to know better, have tried to increase, rather than decrease, this feeling. There is no good reason why this feeling should exist. If the North-west grain grower will remember that it was the money, business ability and courage of the captains of industry in the East that built the great railways from the East to the West, and secured the North-West for Canada; that farm machinery in Canada is not dear, that he is indebted to the inventive skill of the manufacturer for the wonderful improvement in farm machinery, enabling him to work more land now with 10 men than he could 30 years ago with 50, that he can make more money growing grain in Canada than anywhere on earth, he will be content with the present Tariff, and further, if he will look into the matter he will find that the percentage of profits on money invested in the grain growing business is very much greater than in the manufacturing business. Nearly all manufacturing is done to-day by Joint Stock Companies, whose bonds and shares can be purchased in the open market at prices that will yield from 5 to 8%. Practically all these concerns have sound value behind their bonds and preferred stock. Where there is watered stock it is common stock and does not effect the value of the preferred. We manufacturers will be very glad to have our grain growing and farming friends become financially interested in the manufacturing business by purchasing our bonds and shares. We also ask them to remember that we, and those dependent on our industries, supply a very large home market, over 80% of our farm products being consumed in Canada; but greater than all these reasons why manufacturing should be encouraged in Canada by the farmers is that all farmers' sons do not want to be farmers, and if they cannot find business at home that suits them they will seek it abroad.

Past Fiscal Experiments.

It is estimated that previous to the adoption of the National Policy, Quebec and the Maritime Provinces lost over 2,000,000 population for want of suitable employment at home. In my native Province, Nova Scotia, some misguided people still talk of the good old days when they had reciprocity. The conditions then were that the farmer sent his surplus products to New England. The money received was used to bring up and educate his sons and daughters, in many cases the farm was mortgaged to assist in the raising and educating of the family, and when all this was done these sons and daughters were sent off to Uncle Sam—the last state of that farmer was worse than the first and our population remained stationary, that is what reciprocity did for Nova Scotia. Uncle Sam bought and used our farm products and more than got his money back in the flower of our young population.

During the recent elections a New Yorker defined Reciprocity as an arrangement whereby you got the other fellow's and kept your own—Nova Scotia was the other fellow, but there is another Reciprocity that we can all welcome, that is, Reciprocity between the Provinces of our great Dominion. Let the fisherman and the apple grower of Nova Scotia send their surplus products to the North-West in exchange for flour and wheat; let the coal miner of Nova Scotia send his coal to Montreal and Quebec in exchange for manufactured articles; let Ontario, Quebec and the East send their manufactured articles to the North-West in exchange for grain, and let British Columbia send coal, lumber and fish in exchange for flour, grain and other farm products; this is all the Reciprocity we need. Probably more of Canada's big men of to-day are from the farm than from any other single calling, and many of our farmers of to-day will live to see their sons, now growing up, occupying prominent positions in our manufacturing industries. I believe it is only necessary for our farmer friends to understand these matters to have them working with us. Many of them are now shareholders in our enterprises, but we hope to see very many more of them with us.

A Union of Interests.

Twenty years ago, when incorporating the Town of Amherst, we wanted a design and motto for the town seal. We finally decided on the figure of a farmer grasping the hand of a manufacturer, with the motto "Agriculture and Manufacturing Hand in Hand," and I am proud to say that we have gone on just that way ever since. The farmers in that vicinity are large holders of the manufacturing companies' shares—they find their best market in the town, and the factories get their best officials and workmen from the farms. This village of 2,000 people has grown to a town of 10,000, with a factory pay roll of $1,000,000 per year. It should be the aim of every member of this Association to cultivate co-operation and good feeling with the farming and all other industries.

If our railways, manufacturing, banking, farming, lumbering, fishing, mining, and other interests, will live up to the mottoes, "Canada for the Canadians," "Made in Canada," "Canadian Home Markets," Canada will make a record for development and nation building that has never been equalled in the history of the world, but if we are to accomplish this, we must not have the West divided against the East, or one industry against another. There is work enough, profit enough and honor enough for all.

Improve the Highways.

Before taking my seat, I should like to put this Association on record as being in favor of substantial assistance from the Dominion Government towards improvement of our public highways. I believe that money spent on permanent public highways will return interest many times over. The cost of cartage would be reduced nearly one-half, the wear and tear on vehicles and horses would be greatly lessened; farm property would increase in value, money left in the country from increased tourist traffic would run into large figures.

We also approve the establishment of a permanent Tariff Commission. The manufacturer is the one most interested in the Tariff and is the one best acquainted with its far-reaching consequences. The manufacturer leads a very strenuous life—he is constantly inventing new machines, devising new methods of increased production, economy in handling materials, economy in management, etc. So rapidly do these changes come that sometimes the up-to-date plant of last year is out of date this year. He is scouring the earth for deposits of coal, iron, copper, lead or any other thing that can be used as raw material. The farmer is indebted to the manufacturer for the wonderful improvement in farm machinery; the householder for the modern conveniences of living, the travelling public for the up-to-date railway and steamship transportation, for the automobile and for the comforts of modern hotels, the large manufacturer must know all about transportation to the ends of the earth, must know about tariffs of all nations; he must meet improvements of his competitors at home and abroad with improvements. All of this training and experience has created a body of business men who are to-day the leading factors in the building-up of this country, but it must be remembered that there is not enough money in Canada to develop the country—we must go abroad for money and must give the lenders interest or dividends on their investment, and to make sure that we can do this, we must have an equitable, adequate and permanent tariff. This Association will be ready at all times to assist and co-operate with the Government or the Tariff Commission.

The Future of the Association.

I should now like to say a word to our members. While the growth of this Association has been rapid, we want it to grow faster. We want more members. Our annual dues are very low, the minimum being, including INDUSTRIAL CANADA, only $10.00 for a Company employing less than 50 hands. Our Association employs high class experts in Railway and Transportation, Customs and Tariff and Insurance Departments. Members can get accurate information and sound advice on these matters; also on general commercial intelligence, parliamentary matters, etc., without charge.

Every manufacturer should belong to this Association and large concerns controlling more than one plant should, in addition to head office members, have a member elected for each plant.

Our maximum fees should be raised. We need more funds to continue our educational work. The people from abroad who are making their homes in Canada come very generally with open minds as to our industrial life. We should be prepared to place in their homes, as soon as established, literature conveying our ideas of Canadian citizenship. We should advise them to become British subjects. We should show them our wonderful natural resources and make them realize that they are partners in this inheritance and that it is the duty of the Canadian people to develop these resources. We should convince them that our raw materials should be manufactured in Canada. That to accomplish this we must have an equitable, adequate and permanent tariff; that the home market is the best market for everybody; that the pessimist and kicker is not a happy man; that it is best to be with the progressive people; that no single industry can flourish for any length of time at the expense of the others; that sectional jealousy should not exist and that this Association is working for the greatest good to the greatest number.

Preferential Trade.

Another matter that should be taken up is Preferential Trade within the Empire. The killing of Reciprocity with the United States has very greatly raised our standing in all parts of the Empire and has brought this question to the front again. Mr. Balfour is now very strongly advising the Motherland to meet Canada half-way, and I think this Association should take a leading part in placing this question before the Canadian people.

I believe this work can be successfully done and that this Association is best fitted to do it and that in doing this, we will be doing a good work for ourselves and a better work for Canada and the Empire. (Applause.)

Song by Mr. Blight.

The President.—Gentlemen, we will now listen to a song by Mr. Arthur Blight. (Applause).

Mr. Blight then sang "God Keep Thee, Native Land," and as an encore responded with "Hail to King George."

Canada and the Empire.

The President.—Gentlemen, I will now ask you to fill your glasses and drink to "Canada and the Empire." "Canada and the Empire" is a big subject, and we have some big men to deal with it, and the first I am going to call on is Lieutenant-Colonel J. A. M. Aikins, of Winnipeg. Perhaps I should refer to him as Lieutenant-Colonel Aikins, of Brandon, as Colonel Aikins has recently won that seat, the seat that was formerly occupied by Mr. Sifton. I presume that the Colonel will now be alluded to as "My Honourable Friend, the Member for Brandon," or if I may be familiar with one who has recently been so highly honored, I might inform you that in Winnipeg the Colonel is known as "Jam Aikins" from his initials, and I am sure he will live up to his reputation to-night and say something that will sound very sweet to the manufacturer. (Applause).

Lieut.-Col. J. A. M. Aikins.

Lt.-Col. Aikins.—Mr. President and Gentlemen, I appreciate the honor conferred on me in inviting me to be present this evening to say a few words to the representatives of the Canadian Manufacturers Association, who form a potent and essential factor in the up-building of our country, Canada. I am as you say, Mr. President, born and bred a farmer, a representative of a rural constituency in which, however, is the City of Brandon and the towns of Souris and Virden. Primarily, as Professor Robertson would say, Canada is an agricultural country, and therefore it is the duty of Governments, Federal, as well as Local, to promote and protect agriculture. It is their duty to see that there is given, all through our country theoretical and practical agricultural education in order that the greatest results may be achieved with the least waste of labor and land fertility. It becomes necessary, as Professor Robertson would say, that as far as possible Governments should cheapen the production of agriculture, that they should provide the cheapest and the best means of transportation from one place to another to the markets, at the lowest living rates that can be paid to the markets, and it is also one of the first duties of the Govern-

ment to establish and to discover those markets, not only for the agriculturist, but also for the manufacturer. I use the words advisedly, and in that order "establish and discover," because I believe that the Government can do much to establish markets in our country and they can do much to discover markets in other countries where the surplus produce can be disposed of (Hear! hear!) I think it may be taken as almost axiomatic that it is better that the surplus products of our country that have to be disposed of in markets abroad should be disposed of there in a more or less manufactured state, because it will cheapen the cost of transportation and it will give good wages to the wage earner in our own country. I believe it is almost axiomatic too, that the best market in the world for the farmer is the home market. I think it has been stated—if, perhaps, there are some professors here, they may correct me—in the Historians History of the World, that the hope of the old established country is free trade. I may, however, doubt that proposition, but the security of every young country lies in protection. In order to establish the home markets and domestic markets of our country, protection is necessary, and protection sufficiently high to give a certain return to the investment in its diversified industries, a protection against destructive dumping, but a protection not so high as to create that commercial cancer, monopoly. And as I have said before, the manufacturers of Canada are a potent factor in creating a home market for the agriculturist.

Migration from Canada.

When sir, as you have stated in your Address, that policy was adopted, a large number of young Canadians were leaving Ontario, many of them going to the United States, but the call of the West was strong to me and I went to the Province of Manitoba. I return now. The City of Toronto at that time had a population of from eighty to ninety thousand. It has increased four fold or five fold since that time. I see everywhere the wheels in the mills and factories moving rapidly, where there are large numbers of men employed at good wages, thus being enabled to sustain happy homes. There can be no complaint about the prosperity of our cities, because I see also in the neighborhood of our cities that agricultural land has advanced in value. I also know this, that while agricultural production has increased in value, either the crude or partially manufactured, some thirty-five per cent., all that is produced on the farm, the manufactured goods which the agriculturist has to buy has increased only about 14 per cent. That shows very well for the farmer. We have no reason to complain of that.

Prosperity of Canada.

But while there is prosperity and an atmosphere of cheerful industry all over Eastern Canada, Western Canada too, sir, has prospered and greatly; it has prospered and to a very large extent because of the large population that is going into Western Canada, who are for the time being consumers; it has prospered because of the large amount that is being expended in the construction of railways and highways and other public necessities there; but in order that there may be permanent and continuous prosperity in Western Canada there must be established, in Western Canada, the industries and the home market for the agriculturist. I hope that the home market will be established near by and in Western Canada, because if it is the hope, if it is the aim of the Eastern Canadians to have only industries in Eastern Canada and make that the home market for Western Canada—I am sure, gentlemen, you are too broad-minded and big to think the whole of Canada is centred in Eastern Canada—but if it were, then let me say to you that many of the agriculturists of Western Canada would be seeking a nearer market and that market would be where there are industries established, and where there is already a home market, and that market near by is in the United States, a consummation not devoutly to be wished, because if that were done, instead of trade moving along Eastern lines it would move in Southern lines and away from the East. Let me say to you gentlemen, and I do not say it as a note of warning, but as a word of caution—I know the Scythians of old used to carry their bows to the feast, and twanged their bow strings to remind themselves that danger might be near—I do not wish to remind you of any danger, because I have faith in the wisdom and common sense of the people of Canada, but there is to a very large extent a danger in Canada, and that danger is in that rocky country of 800 miles in extent that lies between Eastern and Western Canada, in which are the lake port towns of Port Arthur and Fort William, and it will be one of the great problems that we have in Canada, to keep Eastern and Western Canada together, but, gentlemen, let me say, that can be accomplished by creating a community, a large community of business interests, and a community of national sentiment. What I say to you is this, we should have industries and home markets created in Western Canada, where our great grain crops may be grown, where the farmer may get the benefit and buy products in bran and shorts and other things, where there may be leather factories and cereal factories and other factories in order to manufacture and make the manufactured article out of what is produced on the farm and the natural resources of Western Canada. It there is not that, then there is this danger that the tariff which protects Canada will not bear with equal incidence in Eastern and Western Canada, and thereby a source of unpleasantness, so far as Western Canada is concerned will be created.

Bind the East and West Together.

And then, so far as community of business interest is concerned we should bind Eastern and Western Canada by lines of transportation, the rates of which shall be as low as reasonable, and as possible in order that the production of Eastern Canada may be sent to Western Canada and the great production of Western Canada sent to Eastern Canada and the rails kept bright and shining by commerce between the two places. Consequently there has been that railway, which is represented by my friend Sir William Whyte, the Canadian Pacific Railway, constructed by our wise fathers of old; there is being constructed also, the Canadian Northern Railway, represented by my friend here, Sir William MacKenzie; there is being constructed by the Government as a highway, a necessary highway,—and I want to tell you, sir, that I have no objection to the policy of the Laurier administration, which caught the idea that it was necessary to bind Eastern and Western Canada together by another railway; and in addition to that, Mr. Chairman there is being built the Hudson's Bay Railway, to be controlled by the Government, and I believe firmly, that by reason of that railway we will connect the trade of Manitoba with the trade of the coast of Labrador, and also the trade of Newfoundland, and I hope that it will have some effect in adding to the Canadian Confederation, what should be added to it and that is Newfoundland and Labrador. (Applause).

National Sentiment.

But in addition to the community of business interests, as I have said, there should be a community of national sentiment. Sentiment, Mr. President! What is sentiment? A thing as intangible as sunlight, but stronger than steel, and

when it is mixed with kindness and with wisdom is one of the most potent forces for good in all the world. You know that in your own home, you know it in society, but what is true in home life and social life is equally true in national life, and the greatest bond that will bind Eastern and Western Canada together will be not only a Canadian national sentiment, but a British-Canadian national sentiment. National sentiment! It was national sentiment that made the Hebrews fight for their Zion and compel the Romans to wade deep in Jewish blood before they conquered that people. It is sentiment that causes the canny Scot, as he thinks of the banks and braes, to have his heart thrilled as he listens to "Scots Wha Hae wi' Wallace Bled" or "The March of the Cameron Men"; it is simply sentiment that makes the Englishmen think of the May tree in the midst of the primrose-trimmed meadows and sing with lustiness, "Hearts of Oak" or "Land of Hope and Glory"; it is the very same sentiment that brings the crystal tears to the eyes of my own ancestors and to the eyes of the Irishman as he thinks of "The Sweet Little Shamrock" or "Come Back to Erin, Mavourneen, Mavourneen"; it was sentiment that made our compatriots, stir themselves and thrust out a tyrannous Government as they listened to the strains of the "Marseillaise," and went to the fight with the song "March On, March On," all hearts resolved on victory or death; and it was nothing but sentiment that made those stout United-Empire Loyalists forsake the land which they had sought as their home land to come to Canada and seed down this great country, because they had faith and confidence and hope in that flag of serene glory that has braved a thousand years the battle and the breeze; and I say to you, and I am proud to say that we have in Canada, a national sentiment of which I have an abundant evidence to-night, and of which in this country we recently have had also very great evidence. And this Canadian national sentiment is the thing upon which we must rely, in order to bind Eastern Canada and Western Canada together.

But there is our great problem. I want to say to you, that while in the United States they never have perhaps, more than five per cent. of new population coming into their country in a year, in Western Canada we have ten or twenty per cent. of new population, compared with our old population coming in; they are coming from all parts of Europe, they are coming from the United Empire and from the United States, and let me say to you they may land at Quebec or Montreal or may come through Toronto, and they are carried on to the West to their homes, or they may come across the 49th parallel, simply an imaginary line, west of our great lakes, and when they get there they for the time being know no more of Eastern Canada than they do of a distant country, and they have to be educated.

Educate New Comers.

Gentlemen, how are you going to educate them? You say we should assimilate them, that we Eastern Canadians or the descendants of Eastern Canada should assimilate them. They are very much more superior in numbers, and they are more likely to assimilate us than we are to assimilate them. When they come, don't forget this one thing, when they come into our country by our invitation they should no longer, as they come with the intention of becoming Canadian, be considered aliens and foreigners, but fellow citizens with our own Canadian subjects, and we should treat them in that way. How are we going to do it? Why, sir, they must be educated; all their children should be educated in our schools and over that school, as in the province of Manitoba, should float the old Union Jack. (Applause). And not only, as Professor Robertson would say, should they be educated in rudimentary things, but they should receive a trade and industrial education in order to fit them to make a splendid living and comfortable homes for themselves in Western Canada. They should in addition to that be educated in our Canadian history. Why, Mr. President, I look at you and I know this one fact, that you were born in the land of Evangeline, and you know something about the history of the Acadians. Our children should be taught the story of Evangeline, should be taught the history of the Acadians, should be taught about Champlain and Cartier, and LaSalle and Leverandrye, Montcalm and Wolfe, should be taught the story of the United Empire Loyalists, should be taught about General Brock and Laura Secord, should be taught about Lord Selkirk with his settlers, who settled along the valley of the Red River, amidst a great deal of trouble, should be taught about Simpson and Vancouver, and Douglas, those worthies who went over to our western coast, should be taught about the Fathers of Confederation, who laid the foundation of what is to be one of the greatest nations in the greatest Empire of the world, and that our own nation Canada; and should be so taught that they will, those young hearts, become enthusiastically Canadian and that they will be able to sing steadily

"Canada, Canada, Land of the bravest,
Sons of the prairie and sons of the sea,
Land of no slavery, though thou enslavest
Millions of hearts in devotion to thee."

The Defence of Canada.

But, gentlemen, there is another thing I wish to say. I am not prepared at this particular juncture to say anything about the navy question. I would like to see training ships in the Gulf of St. Lawrence, in the Georgian Bay, in Lake Manitoba, and the Okanagan, and over on the Pacific Coast in order that the boys who run the streets of our city during vacation time might spend a much more pleasant vacation training as sailors in those ships. But, I believe more than all what Canada needs, is a land force protection. It is very well for us, Mr. President, to say, let's have a tariff that will protect and establish our industries, but when our industries are protected and are established; when our homes are comfortable and our manufacturers and agriculturists are prosperous, what is to protect us from any enemy that has an envious or covetous heart? I say this, gentlemen, while original sin prevails we are likely to have original sinners, individually and in combination. You recognize that fact, because you have your policemen, you have your constables, and you have your sheriffs to look after those fellows so afflicted at home. But let me ask you one question, do you suppose original sin, individually or in combination, only works in Canada or may it not work in other countries? And if we are to have that protection, I believe that which will Canadianize those children of the new comers more quickly than anything else, will be military education in our ordinary schools. (Hear hear!) Put a colored coat on one of those boys, an epaulette on his shoulder, and even a wooden gun and he will ask the question, What is this for? It is for the purpose of protecting your country and that country is Canada. If we do that we will create a nucleus of a great land force; and I want to say this, while a good man keepeth his house in peace it is largely, not because he is a good man, but because he is armed and people are afraid of him; and so in respect of our country I say this, I believe we ought to do everything to create good character in all our new comers.

I would like to see the churches of our country united, in order to establish church homes and give a proper atmosphere

for good to those new comers as they come into our country. It may be a duty, as a great many people see it, to send the gospel to foreign lands, but I believe the first and primary duty is to see that it is effectively taught in our own. Character is more than cash, and men far more important than money, and if we have a population that is upright, that is virile, that is industrious, then we can be assured of one thing, that Canada, when consolidated will be an upright nation; and, Mr. President, if any other nation would attack that good nation it would be a wicked nation, and you know that the Bible says that the wicked nation shall be turned into hell; and if our country is prepared with soldiers and sailors to defend us, I believe that they would form a splendid agency to see that the other nation should reach its destination. (Laughter).

Military Training in Schools.

So, gentlemen, what I say to you is this, let us so train our children in all our schools, from the Atlantic to the Pacific, that they will have one common feeling, and that common feeling is that they are the people of our Canada and they are the people of our own country. Let us be one people, welded together and guiding our nation, our country, too broad for a schism; let us join all our forces to make firm and true a confederation, shoulder to shoulder, heart joined to heart, joined hand to hand.

The Future of Canada.

But, gentlemen, there is another thing I wish to say to you. Not only should we by that means consolidate Canada and bind it together as one, as a solid Canada, with one common national sentiment, but there is something above and beyond that, and that is, not only are we Canadian, but we are British-Canadian and we should never forget that there lies before Canada a very obvious destiny, that destiny, not simply to become an individual great nation; nations have arisen and have gone; the last great nation that has arisen, the last single great nation that has arisen is the United States, and so far as Canada is concerned, I hope it may remain both great and single; but there is before Canada a destiny and that destiny is to become, I believe if we are true to our destiny, true to our thought, true to our great resources, the head and heart and the right arm of the great British Empire. I know at the present time that there is a disposition in the present Government of the United Kingdom to leave trade preference with Over-Seas Dominions alone, but though they may leave it alone there is an obligation resting upon us; if they do not see fit to have trade preference with their Over-Seas Dominions that obligation is, that Canada should see that it has preferential trade relations with all other parts of the British Empire. (Hear, hear), and if those trade relations are successful then we may rest assured of one thing, it won't be very long before the United Kingdom will fall into line and then we shall have a country of commerce extending from Canada westward, across the Pacific and around the globe, back through the Old Country to Canada again.

And now, gentlemen, I want to say to you that that vision of greater Canada, that that vision of leadership in the British Empire, is no fable, it is a prophecy that is written in every active brain here, and in every throbbing heart here, and it will remain for Canadians to bestir themselves and to see that they take the leadership in the formation of that splendid empire we have just now been speaking of. It is no vision, it is no fable, but it is a prophecy, which you may realize; and now there lies before us as Canadians a great opportunity. That opportunity should not be lost, because there is a better chance now, than ever there was for Canada to become great, not only nationally, but great as a unit in the Empire, and therefore, I say to you, awake. I say to Canada, awake, shake thyself from the dust. Awake, put on thy strength, Oh, Canada, put on thy beautiful garments.

"Awake my country, the hours of dreams are done,
Doubt not, nor dread the greatness of thy faith,
Though faint hearts fear the keen confronting sun,
And fain would bid thy day of splendor wait;
Though dreamers from their cloudy visions cry,
Far is thy fortune, far thy fate, thy fame, thy day is nigh,
Here, in our hearts and homes a name, a name which yet will grow,
Till all the nations know us for a patriot people,
Heart and hand, loyal to our native soil our own Canadian land.

(Applause.)

Professor Leacock.

The President.—Our next speaker will be Professor Stephen B. Leacock. There are several things which cause him to be known to fame. First of all he is a Professor in McGill University, which counts for a whole lot. Then too, he is a stump speaker of ability, to which Mr. Bennett, of East Simcoe will testify. But, he is of all most known as the author of those delightful stories entitled "Literary Lapses." We hope to-night he will relapse into the reminiscent mood in which he wrote those delightful sketches.

Professor Stephen B. Leacock.—My dear Chairman and boys, I am inclined to use that word "boys" in preference to any other I might use in view of the gravity of this assembly, because I have been very much struck by this fact that if you want to get real solid heart and soul enthusiasm, which does not mind expressing itself in defiance of Dr. Osler or anybody else, come to those of us who are middle aged and know how to let ourselves go, and we will show you what enthusiasm means. So I call you boys and I salute myself, as among the youngest, not quite the youngest, but one of the youngest of those who are boys here, present; and I want to tell you my dear friends and boys how very much I feel honored that I should have been called upon to address you to-night at this gathering. Here, you are a representation and a very continental representation of the manufacturers of Canada; you represent from coast to coast the thought and the patriotism and the solid business interests of this Dominion, and yet you have seen fit to introduce into such an assemblage a professorial person. I welcome that as a sign of the times and that we are getting away from the idea that a professor is something who works apart and lives apart, as a long haired creature—I may state I had mine cut this morning; I was just a little bit afraid that in spite of your having asked a professor to come amongst you you might feel something of the fear that he would have hair like a football player and have grown grey in his academic task and, therefore, I had mine cut as tightly as I could persuade them to cut it. I think it is a very good thing, all seriously be it said, that the manufacturers of Canada are willing to ask into their midst one who belongs to an entirely different walk, and who is a professor in one of the educational institutions of learning; that it stands, I think, for that new thing that is coming among us that we are all not commercial representatives of one particular class, or one particular interest, but citizens of one Dominion and participants of one single consolidated British Empire.

A Glorious Past.

And more than that, gentlemen, I feel very proud to-night that I should have been called upon to answer or to have

been one of those who should second the very able answer that has been made by Mr. Aikins to this toast, "Canada and the Empire," a toast which however feeble and in what poor words one may find to answer it nevertheless sums up everything that is great and glorious in our history of the past, everything that embodies in itself all that history of this country that is worth anything and that which in its very self hands down to those who come after it a legacy that we are prepared to give to the future of this country. I can find nothing more inspiring, nothing that could swell with greater pride the heart of any man in this country than that he should have been called upon to represent as best he may this toast for Canada and our British Empire. Nor could I find any moment in the history of this Dominion of ours more fitting, more inspiring, than the present, than that one should have been selected to speak upon this toast. I know and you know that we are now in a period of our history when we stand in a critical moment and in which everything which the future has of value, everything that may have worth in the solid nation building of our country is committed into our hands. We are not here, sir, as representatives of any political party or any political creed; we are not here to speak as liberals or conservatives; we are not here to voice the sentiments of a beaten party or the somewhat triumphant sentiments of a party that has recently assembled, but we are here each and everyone of us to think for ourselves as Canadians, and it is in that capacity, first and foremost, that I want to speak to those who hear me now. Not as representing either the cause of this or that party but as representing the cause that we all hold at heart, and a subject that ought to constitute our nearest and our greatest anxiety, the future of the Dominion of Canada.

Where Do We Stand?

Now, gentlemen, I want to say one or two things simply and plainly as should become me, not as an adherent of one of the parties nor as denying the adherence which I am proud to own, but inviting you to consider with me some of the things that ought in this juncture of our political history to lie the nearest to our heart in Canada. I do not want to ask you to exult in the triumph of one party or in the downfall of the other, but I do want to ask you very seriously to consider with me where we stand and what our present position is going to mean in the history not of you and me, for we already are numbered among the middle aged and has-beens and those who are growing grey, but of those who shall make the history of the country, who shall come after us; and I want to say this, I know that this occasion is not to be considered as a triumph of one cause, it is not to be looked upon as the funeral orgies of the reciprocity agitation—if it were such I do not hesitate to say it would be one of the merriest obsequies that was ever held. (Laughter.) I myself could hold a wake which would intrude until the grim grey of the morning should interrupt its merriment, but I know that that would not rightly be the sentiment and the moment of the hour. Rather let me invite you to a proper and serious consideration of where we now stand and of what direction we are proposing to move into.

Study Our Destiny.

The President of the United States told us not long ago that we stood at the parting of our ways and we now know that the ways have parted. (Applause.) And that we stand here, you and I and everyone of us, looking forward upon a single path with one goal to be achieved, however hard it may be in achievement, and that one thing that stands before the people of this country is to find the way in which we may unite this country permanently and solidly, with all respect to its own interests and its own autonomy, with those of our fellow peoples of the British Empire; and any man at this moment of Canadian history apart from party who will consider the seriousness of this moment will realize with me, better than any poor words of mine can utter it, the supreme responsibility that rests upon us. We have got to consider, in the light of a great party victory, I could almost consider it in the light of a national victory, just what we mean to do with this our people of Canada and we have got to find since the people of Canada have shown themselves in favor of permanent union with the British Empire, by what means, and in what way we make that union good and lasting once and for all time. And when I consider the object, sir, of your gathering here and what it means to find here men that represent the solid thought and the solid interests and the solid patriotism of this country from Halifax to the Pacific Ocean, I believe that at any rate amid the doubt and turmoil of the moment I can as one of the silent and outside prophets of our Canadian situation realize this, that we have reached at least one milestone of our achievement and that in our commercial life, in all that respects the business interests of the Dominion, we have found one solid and actual standing point which means the concensus of all the people of Canada.

Industries Are Common.

What we mean is this, that we contend that as far as our commercial life goes we are pledged, one and all, Liberal and Conservative, to the idea that there shall be one single solid Canadian system of industry and commerce. I speak to you, gentlemen, not as representing one particular class, or one particular set of interests, but as representing rather the people of Canada; and I congratulate you upon the fact that your Association has stood consistently for the idea that Canada from henceforth is not to be made up of divergent or separate interests but that rather we recognize the idea that there is here one single interest for the Canadian people, manufacturers, farmers, whatever they may be, and that henceforth through weal or woe we mean to hold to the idea that we have in this country one single system. I do not know why we should have been so long in coming to that idea or why we should have gone astray in thinking that perhaps our present national system would mean rather the animosity of the different classes than the solidarity of the interests which we now understand them to mean. I am not here addressing a set of people who wish to make themselves rich by the plunder of their fellow citizens. I know I am addressing a set of men whose most earnest wish is that they may find their interests as manufacturers bound up and enlisted with the interests of every other class in the Dominion of Canada. (Hear, hear.)

We have found, I think, and I may say it without disparagement of the views of any political party, that there is in Canada, in the business sense, only one party, the Canadian party, and that we have worked out here what we may call a national system, a tariff system which does not propose to favor unduly the manufacturer or the artisan or even the professional man such as I humbly am, but which intends to give to every man for the fruit of his toil or for the product of his manufacture that proper and adequate protection which ought to be coming to him. We live here in a country which has been singularly favored by nature, in which the advantages of our soil and the wonders of our natural resources necessarily lift us somewhat above the level of the older and less fortunate peoples of Europe; and that means that we in Canada cannot at the present time throw our manufactures open to the indiscriminate competition of less favored peoples; that we have got to consider that if we want here a full rounded manufacturing industry we must

protect it as we protect every other branch of our national life against the undue competition of outside peoples. I say this absolutely without any personal interest as one who represents the academic walk of life and who can look on this thing from the outside, and I say it without fear of contradiction, that the only true system we can live on in Canada is to give to each and every class of the community a proper and rational protection against competition from the outside. I enjoy that in my university study. I am quite aware that in spite of the wisdom which I might show in my political lectures it would be possible to hire a Brahman priest from Hindustan who would give the same lectures at, perhaps, 25 cents a day. Somebody says "no," No, I will admit 35 cents a day. I have exaggerated. But, for one I am willing to recognize the fact that if I in my professional industry and the lawyer in his and the doctor in his are safeguarded by a code of laws which gives us the monopoly of our market, you as manufacturers are entitled to the same kind of protection and no more, and which ought to give you a fair and reasonable and adequate chance in your market.

Sympathy between Classes.

And I think that what we have got to realize in Canada is this, that we do not need to talk of our national system in terms of hostility of class against class. I think in all fairness, be it said, our last election has shown that we do not need to picture the farmer of Canada as arrayed against the manufacturer, for we have found—some of us, perhaps, didn't know it before—that the farmer of Canada, like the professional man or the manufacturer, is dependent also upon the privilege which he enjoys, which we all enjoy in the home market and in the favored purchase of our fellow citizens; and what we feel is this, that grant to each and everyone of us that proper position in our home market which will make for us a proper counter balance to the lower wages and to the higher advantages, the older experience of other countries, then we are prepared to fight upon even and rational terms with the producers of all parts of the world; but that if you call upon me or the Canadian farmer or upon you as manufacturers to fight agaist any uneven competition, to fight against the product of low wages or the differing conditions of other countries, then we cannot hope to maintain this Dominion of Canada as the home of an even balanced, fairly built industry as it is to-day.

I have said this because I know that the question of our Canadian tariff has occupied some of your most careful deliberations in this Association. I do not say it in order that I may stand as a *persona grata* with this or that person in the Canadian Manufacturers Association. Will you permit me to say it, sir, that in and of itself I do not care, and I do not care one farthing how I need to stand with this Association; I pay my tribute to the truth and that is all, and where I see that your Association stands for an even and fair chance for Canadian manufacture then I endorse it, but wherever I were to see or the citizens of this Dominion were to see that your Association were to stand for anything else than that then I would lift my independent voice to condemn it. And what I applaud in the present situation in this country is that I hope we have come to a moment when we can preach the solidarity of every class in Canada and when we can show that every set of people in Canada is as much interested in the well-being of your Association as you are yourselves, and when we can get away from the idea that any one class in Canada stands for privilege and power and can preach the gospel that each and every one of us, farmer, artisan, professor, manufacturer, are all one and each of us committed to the prosperity of our common country. That, gentlemen, as I understand it, is the thought of the moment, not as a thing which those of us who have the ear of the Government—and I have not—can whisper into this or that holder of his portfolio, but as something which each and every one of us can placard in capital letters upon his breast as the creed that he professes and as the thing he is prepared to sink or swim for; the solidarity of every class in Canada and the existence of one single Canadian nation as against any idea of divergency or discrepancy of our different classes.

Canada's Place in Empire.

I have been called upon to speak upon the toast of Canada and the Empire and some of you may have thought thus far, that I have been talking of Canada, rather than of the Empire to which I belong. Those of you who know—and there are a few things that I have said in public—may have perhaps wondered that I have gone thus far in my discourse and have had nothing to say as yet of the Empire of which we are a part. Let me make your mind clear upon that, and let me explain to you just where I think we ought to stand at this present moment. I am one of those, and I know that there are many here with me, who stand first and foremost for the permanent unity of the British Empire. (Hear, hear). I am one of those who, in defiance of any possible party affiliations, and who, in defiance of personal gain or loss, will stake my fortune upon the fact that this Dominion of Canada is, and shall be a part of the British Empire and under allegiance to the British Crown. I know that there are men here, I doubt if there are any other men here than those who would think when they came to the dearest thought of their hearts, and the one thing upon which they had been brought up as the closest and nearest way of their thinking would say that that allegiance to the British Empire was the very dearest thought of their heart.

Now, let me speak to you as to what I think about that. I know that there are many here in Canada to whom the word "Imperialism" is not altogether an acceptable term. There are many who have never thought out for themselves, or who have never stopped to consider just what is meant by the idea of our imperial unity, and who are led astray by the fact that there is abroad amongst us a false and entirely misleading conception of the relations of the British Empire to this our Dominion of Canada.

Not Opposed to National Development.

To perhaps, some of you here, it may seem as if imperialism should mean a kind of creed that was false to the best hopes of this Dominion, a creed that was false to the naturally simple, democratic heart of the people of this country. I want to say that as I understand it the creed of imperial unity, of imperialism, is in no wise in contradiction to the belief of the man who has seen the Dominion of Canada as the nearest thing to his affection. I recognize, and I know that many of you recognize that there are and must be forever differences between this country and the people of the British Isles. When I say that I am an imperialist, I would not for one minute mean I would advocate anything in the shape of an amalgamation or a subservience, or indeed, of a servile copying of the people of the British Isles. Let us admit all that can be admitted in favor of our British cousins; that does not for one minute mean that we are any the less Canadians or proud of our country as we see it. I know, sir, that there are many people who when you mention the word "imperialism" say, as once the President of one of the most distinguished bodies in Montreal said, "I hate the very word," because he had a false idea of what is meant by it; he thought that there was meant by that word an undue forgetfulness of all that is great and all that is glorious in this our people

of Canada; he thought there was meant by it a sort of fool subservience to the social observance, or to the aristocratic institutions of the people of the British Isles. When I say I believe in imperial unity, I mean none of those things. But I refer only to the simple and inevitable logic of the fact that when you get this half continent of North America united with the people of the British Isles and with the far flung colonies of the distant parts of the world, then you have got a union for which it is worth while in the interests of humanity at large to sacrifice all that can be sacrificed of the blood and of the treasure of the people that are concerned. (Applause). Why, gentlemen, there need be no conflict between Canadianism and imperialism. Is there any man here so small minded that he can think if we believe in imperial union, we ever need sacrifice for one moment our pride and patriotism as Canadians? Can any man look at the majestic extent of this continent and see how from ocean to ocean it extends, even now in its pride and wealth that begins almost to count among the older races of the world and which in the future must necessarily overtop some of the greatest of former civilizations—I say can any man look at Canada as it is and as it is going to be, without realizing that we need be in no petty fear of our Canadian love and loyalty, when we say we are true adherents of the imperial country?

I have not seen, as some of you have seen, the wealth and might of this continent. I know that there are people in this Association who know it literally from Halifax to Vancouver, men who have seen the older civilizations of our Maritime Provinces and who have passed through this central glory of Ontario to the wider and more prophetic glory of the plains of the West, and who can in their own minds and from their own experience know that the Canada of the future is to be; and I know with the mind of one who has studied it that it is no vain boast of our departing Governor-General, Lord Grey, when he tells us that Canada must inevitably some day be the very home and hearthstone of the Empire of Britain; and if there are any of us who are inclined to think that a proper appreciation of the creed of imperial unity runs counter to a pride in Canada, I would only invite him to see what Canada means and must mean, how inevitably great it is bound to be after you and I, and all in this gathering are passed and under the sod—how great this country must be, in order to invite you to dismiss from your mind that miserable and petty feeling, which would look upon the British people as greater than us now, and that would hesitate from the union upon that ground.

The Future in Our Hands.

Gentlemen, we hold the balance of the future in our hands. Give me, I do not say a group of Liberal leaders or a group of Conservative leaders, but give me a group of leaders who will appreciate the power and plenitude of this Dominion of Canada, and I will say that we have got the men who will solve for us the unity of the British Empire. (Applause.) I will say more than that—more, more, infinitely more than that. Give me in Canada now the men who will find for us the unification of Canada with the Empire, and I will say that you have found the men who will join us with all the world in the hope of the world's peace; for that is what it means, that is the task that is committed to our hands; join us solidly, firmly and indissolubly with the people of the British Empire, and we shall have got a means whereby we may unite so strong a political force and so great a power for righteousness that we need have no fear that this or that outside cause may disturb the peace of a righteous world. I hesitate sometimes when I think of the great responsibility that lies upon the people of Canada. I wish that there were words of mine in speech or writing that might influence you; I wish that there were those that could feel as I do, that you and I and each and everyone of us—manufacturers or farmers or artisans of Canada—who could know we have literally and absolutely got, beyond all of the exaggeration of campaign or patriotic oratory, the future of the civilized world right here in our hands. (Applause.) And we can say that this, our Dominion of Canada, stands for a union with the Empire and for the peace and well-being of the world, and that there has been made a bigger step in that peace and well-being than there has been made in two thousand years of human history.

I have spoken of this parting of the ways to which we have come, and which, I thank God, we have passed. (Applause.) We stand now looking forward into the future with one single path before us; arduous though it may seem, and difficult though the treading of it may be, we have got in front of us one path; if we will tread it our goal is plain—it is the goal of a union of the British Empire, and if we are to achieve it we have got to have in Canada a supreme faith in one another, disregarding the interests of class and class, and keeping our eyes straight and unreservedly fixed on the goal that lies before us; and I would say this, that one step that we can take amid doubt and difficulty is to lay down for everybody in Canada the principle that we belong to an imperial union, and that when it comes to the defence of our Empire and to the public policy that governs our Empire, from the remotest confines of this our Dominion to the farthest shores that are washed by southern seas, we are one single people. I want to say it absolutely, defiantly, that whether it be true or not, for I do not care, but voicing that utterance of a single public opinion, which I think is the most wholesome thing that we can get in Canada, I think the time has come when we are done with any doubts or difficulties as to how we stand towards the people of the mother country if they are overwhelmed in the disaster of an outside war. We and the people of the British Isles, for peace or war, are one single and united people; and for good or bad, for weal or woe, I stand here to voice it as my belief, defiant of consequence, and defiant of contradiction, or defiant of a party allegiance, that if ever the time comes—and I believe it must come—that England is at war, then the people of Canada will show that we are one single and united people. Frame it as you will, and voice it as you like, round it out in this or that statute, or this or that order of your council, and I tell you that you will find the people of Canada are done, and absolutely done, with that despicable doctrine that we may stand aside and see them go down to disaster. We and they are one for weal or woe, for good or bad, for right or ill; we stand where they stand; and if the time ever comes when our Parliament at Ottawa will not grant it, then I know that the heart of the people of this Dominion will say that we have not forgotten the power that made us, the hand that built us, and that we will stand with them and for them as one single people.

An Integral Part.

Now I wish that we could have, and I speak, and I exult to speak, as a single personal voice without consultation with your executive, without consultation with any party in Canada, but as one of those single personal voices, I believe as one of the necessary things of this Dominion of Canada we must have free public opinion, and if you don't believe what I say is true then you will at least admit that in this free, democratic country of Canada the supreme thing that we need is men who can take their lives in their hands and say, as I say, what they think is right and fair. I wish we could have in Canada some expression, a resolution of our Parliament, a declared pronouncement of our public policy, which would, once and for all, give the lie and denial to that idea that we

stand separate from the British people. We have come to the parting of the ways; we have parted and we are going forward, and to my mind, sir, the question is what is the forward way that we are treading, and I would say that one great step we must take is the declared pronouncement that we have done with this despicable doctrine of colonial neutrality, and that we stand in thankfulness for all we have received, in recognition of the brotherhood which we acknowledge; that we stand, once and for all, committed to the faith of our fellow people in the British Isles, for all that the future may have for us.

I do, sir, in no wise wish to make a speech that could be in any way interpreted as the voice of one or the other political party of Canada. Coming as a professor, I expected to deliver a lecture, and I am glad to find it has been so agreeably received; but as I have watched your Association, as I have watched its growth and progress, it has been to me a source of congratulation that from first to last it has stood consistently for the principle of our common allegiance and our British loyalty, and I hope that, great as may be your growth in power and influence, great as may be your pride in the fact that now, more than ever, you see your wishes gratified, you will always remember that from its very beginning until now this Association has stood for our allegiance to the British Crown, and that though there may be some of you here who may disagree with me in this or that minor detail of what I say, I know that there is not a single Canadian heart here which does not respond to what I say, when I say we, as Canadians, are loyal in our allegiance to the British Empire.

Greetings from Farmers' Association.

The President.—Before proceeding further with the programme, I wish to state that the train for Montreal will leave at one o'clock, and a number of our friends who will have to leave shortly have expressed a very earnest desire to hear Mr. William Greig; but before calling upon Mr. Greig I wish to read a letter from the President of the United Farmers of Alberta. It is as follows:

G. M. Murray, Esq.,
Secretary, Canadian Manufacturers Association,
Toronto, Ont.

Dear Sir,—Please accept my thanks for the kind invitation the Manufacturers Association has extended to me to be present at their fortieth annual banquet. I sincerely regret my inability to be present. Our Association wishes the members of the Manufacturers Association the greatest measure of success and prosperity compatible with legitimate trade and fair dealing. If it were possible for me to attend I would no doubt be tempted to remind your members that in making the connecting link in what should be a bond of good feeling between us, the manufacturers should never lose sight of the fact that anything that makes for the prosperity of the farming class makes sure the prosperity of the manufacturer. Wishing you a pleasant time, I am,

Yours sincerely,
James Bower.

Congratulations to Hon. R. L. Borden.

I also wish to read a telegram that we forwarded this evening to our new Premier:

Toronto, 12th October, 1911.

Hon. R. L. Borden,
Quebec, Que.

The Canadian Manufacturers Association deeply regrets your absence from its convention banquet this evening, as it would have welcomed an opportunity of conveying to you personally its congratulations on your accession to the Premiership of Canada. This it hopes to be able to do in the near future. Meanwhile, you and your Government have its best wishes for success, coupled with the hope that under your wise statesmanship Canada will abundantly prosper.

N. Curry, *President.*

Invitation to Halifax.

Mr. George Henderson.—Mr. President, Mr. Borden has sent a message to me which is along the lines of that Halifax agitation that was on the boards this morning. He says: "Telegram 8th just brought to my attention. You have my best wishes for every success in your endeavor to have Convention held in Halifax next year." Mr. Borden's name has been proven, in the light of recent events, to be a name to conjure with, to be one that affects votes, and I have not very much hesitation in expressing the opinion that if this question were put to a vote now you would all decide to hold your Convention next year in Halifax, and to delight three Provinces, rather than to serve, by way of satisfaction, one Province.

Canadian Industries.

The President.—The toast, "Canadian Industries," on the programme this evening has particular reference to agriculture. You will be pleased to learn that we invited a number of practical farmers to be here as our guests, and one of them, in the person of Mr. Wm. Greig, is going to speak to us. Mr. Greig is president of the Farmers' Picnic Association, of Huntingdon, Quebec. He is a former member of the Quebec Legislature. He has the further distinction of being a protectionist farmer, and of never having been afraid to say so openly. We manufacturers used to think that protectionist farmers were like hens' teeth—few and far between. but if we may judge by recent events there must be a great many more of them than we ever knew about. But Mr. Greig is one of the best.

Mr. Wm. Greig.

Mr. Greig.—Mr. President, it gives me a great deal of satisfaction to be here to-night at your banquet. There was nothing I felt more proud of in my life than when I received the invitation from the Canadian Manufacturers Association to attend your banquet here. I have also paid attention to a lot of your meetings this last three days, and I was very pleased with the discussions that took place. Sometimes some of the gentlemen were a little, I might say, fast in their expressions, but they wound up with common sense and patience, and said, Wait; and I think that was a grand principle that you at your Convention would say to wait a little to see what our present Government will do. Things may take a change.

I may say at the start that I am a farmer, and farmers are never accustomed to make very long speeches, and the time is short to-night. I am President at the present time of what we call the Farmers' Association or the Farmers' Picnic. It was started by the farmers some thirty years ago, and it has grown till now we have sometimes from 3,000 to 5,000 people there at a gathering. We invite the members of the district, we invite our manufacturing friends and other friends. The Board of Trade of Montreal was invited last year, and I think I owe my thanks for being here to-night to some of the gentlemen of the Board of Trade in Montreal.

Now as a farmer I am proud to hear that the farmer was mentioned at your convention and was mentioned here at this banquet to-night. I am also proud to know that the Lieutenant-Governor of Manitoba is a farmer, and I hope to live to see the day when the farmers will have more numerous representatives in the House of Parliament than they have to-day. I think the farmers are becoming more alive to their

interests, and will take a greater interest in the politics and in the welfare of our country. The farmers' interests and the manufacturers' interests are practically the same, but what we farmers think sometimes is that there are middlemen who are a little to blame: the farmers sometimes think that there are too many that are reaping a little benefit between the man that produces and the man that consumes. Now if it was possible for this Association or the Government of our country to make the freight rates as reasonable as they possibly could for the food produced by the farmers, I think it would be a great benefit to the manufacturer and all other classes in Canada.

Transportation Problem.

Gentlemen, I have listened a good deal in this last two or three days to your discussion on this tariff question. Certainly it was a live question, but it has been decided by the great jury of Canada, and I don't think it is very necessary to speak on it at length. But I do think that the great question of freight in our country interests us more than the tariff question. Freight and the middle-man is what is causing dear food in Canada to-day. I live only a few miles from the city of Montreal. I know what the farmer gets for his produce, and I know what the people of the city of Montreal—and I suppose it is the same in the city of Toronto—have to pay for the food that they buy, and there is too much difference between what the farmer gets and what you people in the cities pay, and if there is some way possible whereby that difference in prices can be reduced, I would like to see it. It will benefit the farmer, benefit the manufacturer and benefit everybody else.

Favors Preference from Great Britain.

I have listened to-night, and it gave me very much pleasure, to a great deal of loyalty to the British flag. There is no man, I think, who is more British than myself. My people came from Scotland, and gentlemen, I do not hope ever to see in Canada any other flag but the British flag, but at the same time I think Britain ought to do a little more for her colonies. As a farmer I think that Great Britain ought to give the colonies a little protection in her markets, and I believe if Great Britain will give her colonies a preference we will never be troubled again in Canada with this tariff question. It would be a thing of the past. We would have the best markets in the world, and farm property and everything would increase in Canada double what it is to-day.

I thank you sincerely for the privilege of being present with you to-night. I also hope to be able to extend an invitation to your worthy President to our harvest picnic next year. I hope to have quite a number of our members from Ottawa and their manufacturing friends invited to our picnic of the Farmers Association. It takes place always, to show our loyalty, on the 1st of July, and I hope it will continue on that day. I think it cannot be better used for any purpose than we use it for. I again thank you sincerely.

The President.—I will next call upon Mr. Richard Grigg. Mr. Grigg is a Canadian by birth, who has the distinction of serving the British Board of Trade in the capacity of His Majesty's Trade Commissioner to Canada. He should, therefore, be familiar with this subject, both as a Britisher and as a Canadian.

The British Trade Commissioner.

Mr. Grigg.—Mr. President, Your Honor the Lieutenant-Governor of Ontario, and gentlemen: In thanking you for the gracious hospitality which permits my presence here to-night, and for the further courtesy of the permission to occupy your attention for the period of five minutes, I should like to say that I am probably the only man in the room who represents external competititon. I suppose if that is an accepted declaration one ought to feel very much as a man might be expected to feel if he found himself in a lion's den, but when I look around upon the smiling faces of the gentlemen who hear my voice and recognize among them many personal friends, I have no very great fear of the behavior of the particular lions who might operate upon me.

What is Imported Get from Britain.

I have mentioned competition, and so long as the production of Canada in regard to manufactured articles is less than the market produced by the country, you must have an importation of such articles. The question which I think interests you, and which certainly interests me, is what the source and origin of those articles is to be. I mistake the temper of the Canadian people entirely if they do not desire that the main source of the articles which it is necessary to import into the country should be from the mother country, Great Britain. (Hear, hear.) I represent and desire to maintain, and, if possible, enlarge, the volume of British trade in the very great competition with all importers. It must appear, and it is unavoidable from time to time, that the importer of such goods may seem to be in competition with home-made manufacturers. I speak of that as an unavoidable condition. I can only say that my desire, for whatever it is worth, and my effort for what it may correspond, would be in the direction of making that competition rather against imported articles from foreign countries than from articles produced in this country. It must be remembered that it is my duty to explain and demonstrate to the British manufacturer and merchant the size of the market, the character of the market, of which he hopes to enjoy a share. I am also under obligation to disclose to him the extent of the country, its magnificent natural resources, the industry of the people and its certainly great future. He could not otherwise in any reasonable sense grasp the possible extent of the market which may be open to him, and which consists of that portion of goods consumed by our country which you do not yourselves produce.

Progress of Great Britain.

It is sometimes said that the Britisher does not know as much about Canada as he might. It sometimes leads him to doubt whether Ontario indicates a lake, a province, a county or a state. Well, gentlemen, I can only say that education is proceeding very rapidly in Great Britain, and I would suggest to you that if the severest critic of your poor Britisher were asked to name the geographical conditions, say, in Australia, he would be pretty much equally at sea with the Britisher in his knowledge of Canada. It is said of other countries that they don't know enough of each other. It is perfectly true, but it is desirable not to put upon the Britisher that he does not know Canada as well as he does. I have met Canadians who are not so intimately acquainted with other countries as they should be. It has become fashionable to speak of the decadence of British industry, but if an interest is taken in the British figures I would like to say this to you, that the export of British goods, in addition to the supply to a very large extent of the British home market, amounted in 1902 to $1,379,000,000. A steady progress has been maintained through the intervening years till 1910, and the exports of British industry in that year amounted to $2,094,000,000, and the increase of five years amounted to no less than 30 per cent. upon very large figures. Surely, gentlemen, these figures rival Canadian progress, and there is no ground for reproach in them. This does not show a decadence of British industry.

On the contrary, you believe and I believe, that Great Britain, with her sturdy sons around her, will long continue to grow and prosper, and each and every member of that family will rejoice to see their own ever-widening successes welcomed, reflected and encouraged in the heart of the mother land.

Song by Miss George.

The President.—Gentlemen, we will now listen to a song from Miss George.

Miss George sang so acceptably that she had to respond with an encore, after which the President said:

Industrial Education.

The President.—The toast of "Industrial Education," which I give you next, is coupled with the name of Dr. James W. Robertson. Dr. Robertson is chairman of the Royal Commission on Industrial Training and Technical Education. He is also chairman of the Committee on Lands, of the Conservation Commission. It comes to very few men to have the opportunity to serve their country in the way that he is doing. But he is a man of wide experience and great ability, and I know that he may be depended upon to discharge the arduous duties of his dual office with honor to himself, with material advantage to his country and to the satisfaction and delight of every one of us.

Dr. Robertson.

Dr. Robertson.—Mr. President and gentlemen, this subject and this sentiment is one that is best pursued with few words. Some forms of education depend upon oratory; industrial education depends upon hand and brain, labor for doing things and saying as little as may be consistent with intelligence. I am very glad to speak briefly to you men as such. I see so many old friends who have guided my feet these thirty-five years in my wanderings in Canada. Every man needs a hero, not merely among the antiquitists, but among the personal friends, and to-night you have Sir William Whyte here. It is thirty-six years—I don't think I ever told that in his presence before, because he might have thought perhaps I wanted a pass on the C.P.R.—since he first met me in London, Ontario, in 1875; I have watched his career with this concept of Canada, a man of integrity and industry and high sense of honor. The big things in industrial education in Germany are not due to organization or association only, but to the big men who stand before the people and say, come up where I am and then we will be great, not merely to make things, but to be, God please, a nation influencing for right and for ideals. The industrial education, as looked into by this Commission, a working body, because Mr. Murray belongs to it, and sets the pace, and you know he is the heavy man on our Commission, and we follow sometimes his lead.

Provide Opportunities Through Education.

Just a few ideas. You represent not merely individuals, but the great national interest necessary for the prosperity, for the stability, for the true greatness of Canada, not merely to make things, products to produce wealth, but to provide avenues for the outflow of human activity, that men and women might realize themselves on earth. Germany did not need industrial education for profit. We are told her factories are run on the smallest margin of profit. But the whole purpose, as I gathered, in Germany was this, that the nation might be powerful; that meant making money, national efficiency, general intelligence, personal ability and effectiveness to face the compelling power of a great purpose to lift the people up. You represent that great national interest that gives that outflow, that outlet for the ambitions and powers of our young people. Since I used to come to your banquets long ago and was welcomed there for the farmers, wider knowledge has given me this further view, that while the relations and interests of these are not identical, they need never be hostile; while they are competitive for personal gains and holdings, they are in partnership for serving Canada and giving the people a place. Every country I have gone to has made it clear that the manufacturer who follows his calling with intelligence and goodwill is no enemy of the farmer, but rather one of his best friends, pulling him up and putting business methods into his occupation.

One thought or two more—one from Germany, one from Denmark, one from Switzerland and one from old Scotland. I wish my friend Grigg had been with me. He would have no sort of notion that anybody on that Commission believed that the old world was decadent or decaying, or losing its grip on the great ideals and ideas that dominate humanity. Mr. Asquith, speaking at the Imperial Conference, spoke of England, Scotland and Ireland as dominating factors. They had the best raw material on the face of the earth. I come back to Canada and echo the same thing, with more emphasis on the rawness than he did. We are a long way behind, an immensely long way behind Germany and England and Ireland and Scotland. It will take us half a generation to catch up.

Value of Discipline.

An idea from Germany. Everybody is in training for the stability and glory of the state. You don't see any people dawdling on the streets like those that you meet in Toronto and Ottawa and Montreal and Winnipeg, after half-past seven. That is the first evidence that the people have control of the youth from fourteen to seventeen, to prevent those wasted years that undermine all the structure of any ambitious people. You look into the homes of the people. Contentment, pride—not the mere military domination, but willing co-operation for the strength and glory of Germany. Talk about military domination and harshness! The papers say the military officers elbow you off the sidewalk into the streets. The very embodiment of courtesy with military men I saw, not towards me, but towards the poor and towards the working man; the very example of cultured gentlemen, filling their office and doing their work for the glory of Germany.

What have the schools done? Made courtesy and obedience the great national characteristics. How will that pay in our factories and in our markets and in our general intercourse? That is the finest thing in all industrial education in Germany—courtesy, obedience to authority, and everybody doing his best for the good and glory of his own land. Firmness, but not proclaimed, not lorded, but everywhere revealed. Thoroughness. Pick up the packages at the railway stations Every label written legibly, with neatness and beauty. I tried, and I couldn't find one that was not so. Pick up the same things in Canada. I find as good specimens in the schools of Canada as in Germany, but not the continuance of thoroughness. We get weary of well-doing at fourteen, and the state does not care. Not merely thoroughness, but concern for the poor. Germany is the foremost land for the recognition of its rights as a man. It is not military authority coming down and saying—you must serve; but, come up and be one of us, strong to make able to have, and then willing to do for the country. That does not belong to Canada. That is my lesson from Germany.

Co-operation of People.

Over those wide fields, where I travelled a few thousand miles by car to see the people in their homes, prosperous

farms, well-tilled fields, good crops, the hundreds of people out on the land making it fruitful and beautiful, co-operating with the people in the cities, and taking their place in the shops, and then going back again to the fields. A fine example of a people of solidarity and substance.

A little from Denmark. My friend Aikins says the great basis of our stability and prosperity is to be found in the homes of our people. Denmark is an example of one that knows all about making progress. Contentment without apathy. I saw four acres of land, and the walls of the house covered with pictures of the great masters, Reubens and these great people, not the little daubs of things; and this man's wife, the mother of nine children, working hard on four acres; a man who put on his best coat to take me to the school, to show me the first school they built for the farmers' boys. Half of it for physical culture. Physical culture for growing crops, that men might be capable of governing themselves first, and then governing nature. Afterwards co-operation, not through the teaching of agriculture in colleges, but the people's high schools, attended by girls from eighteen to twenty-five, that period—the emotional, the imaginative, the ambitious, full of aspiration; and boys from eighteen to twenty-five, for what? For Danish history and literature; and singing! Lord, how those people sing themselves into ability—not voice production, not the culture of the voice for music. I never saw such places to make a man able to create himself, to be somebody on the farm or in the home.

Two things more. How they make those fellows proud of their bacon! The Danish butter should beat the German grease hollow, the Danish bacon should make English gold flow into the Danish farmers' pockets. Not only that, but Danish education makes every home beautiful with flowers, and children by the score running round the school yards. That is educative agriculture, not merely ploughing and sowing, and telling how many pounds to sow to the acre.

Technical Education in Small States.

Switzerland, one little thing. I took a vote in a school in Zurich, thirty-one apprentices straight from the shop to the school, by law compelled to be there, and by law their employers bound to let them go. I said, "How many would come if no one asked them to be here?" Up went thirty hands. I said, "How many would be here if the law had not said so at first?" Not more than one-third. Two-thirds saved out of these wasted years of experience for the ambitious young Swiss for the glory of Switzerland.

Ireland. Lord, how that land has lost its spirit of dejection and come to have hope in its own future. No country has as good an organization for technical instruction in agriculture and industries as that so-called distressful isle, not yet realized, only ten years in the operation, but reaching right down and shedding the light of knowledge and influence and uplift into those poor cotter homes. I went into one of them. It was not the place I was in when I was there fifteen years before; it was not a table littered with unwashed breakfast dishes, because the Irish have a large share of that kind of original sin that goes under the name of laziness. It was not that kind of table. It was a clean, plain, cheap table, laden with flowers from the garden outside, growing in abundance. The man's fields were clean and crops good, and he says, "I have to pay too much rent, and have to pay too much for my commutation on the place I have got; but I am doing fairly well, and I will soon have the place paid up."

Belfast has the most beautiful and well-equipped technical institute that we saw on our whole journey; beats everything outside of Berlin for beauty, adaptation and effective economy.

From old Scotland. There is Edinburgh, that city of beauty and strength and pervasive influence. What streams have come into human life from that source in the past! And the big men, the statesmen of Scotland, the breadth of mind, farness of vision, great affection for the race, are on the school board. You ought to see the lunch they gave us, the big men of the empire there to do honor to this young colony coming to seek knowledge. What do these men do? They go and address meetings of the workers in the shops, in order that all boys shall come to the evening schools; so that Edinburgh gets more of its population in the evening classes by the voluntary effort of its big men to help than Germany gets by legal compulsion. If Toronto had what Edinburgh has, Toronto would have not less than 14,000 young people going to the technical classes in the evening or during the day. "Ye who are strong ought to bear the burdens of the weak, and so fulfil the law of civilization and of Christ."

One thing more. Hoig, that little textile place, 18,000 people, and over 450 taking technical education in the schools. A place of beauty, a garden city before the name was invented, two-thirds of the people owning their own houses. I never saw such profusion of good tastes, well-kept streets, and such hopefulness among the working people. It is the schools acting on the home, and the home reacting back on the schools, even to the children in the kindergarten, where it is elemental and still technical, the children in the kindergarten plaiting their little colored papers in all the bright patterns that could be woven in the loom. Why is it that Hoig stands out conspicuous as the flower city? The workers attend the schools, and the home reacts on the school, and the school back on the home again.

My last sentence. Just one lesson. Don't you seek industrial education to make you rich next year or next year. It is a long process; it is a difficult task, full of discouragements; but Canada is ripe for a great forward movement, and the policy now is a policy of development of the people, in the people, through the children. That is the great policy on the land and in the mines and for the fisheries—the policy of development of the people in the schools. The development of the people will make us powerful, and with the power will come riches. The old philosophy holds good. It never fails, the old, wise, enduring philosophy, "Seek ye first the kingdom of the child and his development, and all other things shall be added to you." "He set a little child in the midst of them." That is Canada's biggest task and greatest glory, and through industrial education, and with co-operation for the development of the brain and through education for the development of the spirit, we will yet come to our own, worthy of our children and worthy of our great coming destiny.

Sir William Whyte.

The President.—We unexpectedly have a gentleman here from whom I know you would all like to hear a few words, and that is Sir William Whyte.

Sir William Whyte.—Mr. Chairman and gentlemen, I want to thank you for the kind invitation you sent me to be present at this banquet. I am not going to make you a speech, because I have no speech prepared. I had no advice given me that I was to have the honor of addressing this large and intelligent audience. My position recalls to my memory an incident that occurred during Lord Aberdeen's administration as Governor-General at the St. Andrew's banquet, held in New York. His Excellency was invited to attend. He went down there, and he appeared on the platform in full Highland costume. After he had made his address he was followed by Mr. Choate, and Mr. Choate said: "If I had known that I was to appear on this platform with the Governor-General of Canada, the god of the Gordons, I also would have appeared without my trousers." (Laughter.)

I will just say a word to emphasize what has been said

regarding the great natural resources of this Canada of ours. There is no country with so many millions of acres of fertile soil, no country that we know of so rich in timber, and no country that we know of so rich in fisheries and also in the different minerals.

I was extremely well pleased with the verdict that was given over a certain trial held in this country on the 21st September. I rejoice over that as a Canadian and as a British subject, because I admire Great Britain. No country in our time, and no country that we have any knowledge of in past history, has done what Great Britain has done to open up the dark places of this world, and I know of no country that could take the place of Great Britain. Therefore it is our bounden duty to do what we can to hold the empire together. One King, one flag; Britons, hold you own. (Applause.)

The President.—We will now listen to a song by Mr. Arthur Blight, after which we will have "God save the King," and disperse.

After a solo by Mr. Arthur Blight, the members and guests rose and joined in singing the National Anthem, which closed the fortieth annual meeting and banquet of the Canadian Manufacturers Association.

ARGENTINE TRADE.

Two important events occurred during 1910 which have affected trade, viz., (1) the term of office of Señor Figaroa Alcorta as President of the Republic, terminated, and Dr. Saenz Peña assumed office in his stead, and (2) the series of fêtes which took place in May to celebrate the Centenary of the Republic.

The total imports into the Republic were valued at £70,354,000, an increase of 16 per cent. compared with 1909. The imports into the Buenos Ayres Consular district were £60,504,000, an increase of about 14 per cent.

The total exports from the Republic were valued at £74,520,000, a decrease of 6.2 per cent. compared with 1909. The exports from the Buenos Ayres Consular district were valued at £50,573,000, a decrease of about 7 per cent. compared with 1909.

The percentage of exports from the district was the same as 1909, but that of imports is 1 per cent. less in 1910 than in 1909. The values placed on goods imported or exported are determined by a fixed tariff. Such values frequently differ from actual market value. Import duties are largely *ad valorem* on this tariff value and range from 5 to 50 per cent. There has been no alteration in the import duties during the year.

Textiles of Various Kinds.

The most important class is that of textiles which was valued at £13,600,000, some 20 per cent. of the whole. Of the various materials, cotton predominated. The import of cotton goods amounted to £7,700,000. Colored were valued at half of this amount and white at nearly £1,000,000.

Iron and Steel.

After textiles come iron and steel and articles made of these. The largest item is galvanized sheets valued at £1,500,000. Bars and flat iron £1,500,000, and then plain and barbed wire, £800,000. Bolts and nuts, £400,000. Among manufactured articles sundry machines take the first place at £900,000, cooking and household ironmongery, £220,000, and spare parts and repairs, £200,000. Under "Locomotion" the most important items are steel rails, £2,000,000; railway wagons, £1,250,000; railway material, £1,000,000; locomotives, £900,000; fish-plates, £460,000; railway carriages, £268,000; and automobiles, £270,000. The demand for these last is an increasing one; 1,580 were imported in 1910, an increase of 750. Horse carriages of various classes were imported to the number of 23,000.

Character of Trade.

Eighty per cent. of the imports are landed in Buenos Ayres. Distribution is effected by rail. Sales are generally made on credit, in certain lines, months may elapse before payment is made.

The main lines of trade and the most important needs of the country are clearly indicated by the exports—where agricultural and pastoral products completely overshadow all else—and by the imports—where materials for clothing and fuel for factories and rails and building material bulk most largely. In addition to the principal articles of trade there is an active demand for all the necessities and most of the luxuries of modern life, subject to the limitations of the tastes of the people (Latin) and the climate (sub-tropical).

Other influences on the character of the trade are the facts that the city of Buenos Ayres is being rebuilt, that without railways cultivation of the land is almost impracticable and that rapid changes are part of the character of the country. The bankruptcies during the year involved the sum of 46,000,000 dol. paper (£4,100,000), a considerable increase on 1909.

TRADE OF YOKOHAMA.

The foreign trade of the port of Yokohama for the calendar year 1910 shows an increase of $21,630,363 over 1909 and a slight advance over 1907, the highest figures previously reached. The year's imports amounted to $76,890,710 and the exports to $112,149,085, making the total trade of the port $189,039,795. For 1909 the figures were: Imports, $65,238,204; exports, $102,171,228; total, $167,409,432. The imports in Yokohama represent approximately 33 per cent. of the entire import trade of Japan for 1910, while the exports from Yokohama for the past year amounted to 48.9 per cent. The increase in imports in 1910 was due principally to larger purchases of materials (48 per cent.) and partly manufactured goods (33 per cent.); the increase in exports appeared in goods partly manufactured, goods wholly manufactured, and raw materials, in the proportions, respectively, of 39, 36, and 14 per cent.

From the table following it will be seen that the foremost purchasers of Japanese goods as shipped from Yokohama are the United States, taking 50.6 per cent.; France, taking 18.2 per cent.; Italy, 6.8 per cent.; Great Britain, 6.2 per cent.; British India, 3.4 per cent.; and China, about 3 per cent. The only other countries taking a value of over $1,000,000 are Germany, Australia, Hong Kong, and Canada. Raw silk is the one item responsible for the great value of the shipments to the first three countries. Of the imports into Yokohama for 1910, Great Britain leads with 26.5 per cent., the United States following, with but 16.06 per cent—a poor exchange for the 50.6 per cent. of exports. Germany, China, British India, Dutch India, Belgium and Australia supplied, respectively, 13.6 per cent., 11.1 per cent., 7.6 per cent., 5 per cent., 3.7 per cent., and 3.2 per cent. of Yokohama's imports

Imports from the United States showed an improvement over 1909, but fell considerably short of 1907 and 1908. The same may be said of the imports from Great Britain and of the whole import trade of this port. China made a very considerable gain over the figures of the previous year, when its share was 9.7 per cent. The imports from Kwantung Province, however, fell off proportionately. Imports from British India and Egypt were almost entirely of cotton, while sugar is responsible for the imports from Dutch India. The principal imports from the United States were cotton, kerosene, condensed milk, wheat, flour, iron nails, paper, and machinery. The principal exports to the United States were raw and waste silk, tea, silk goods, copper, and linen goods.

CHANGES IN FREIGHT RATES DURING OCTOBER

List of Freight Schedules Filed with the Board of Railway Commissioners During month of October, 1911.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective	Description.
Canadian Pacific Railway.			
Sup. 16 E 2124	Sup. 16 E 1720	Oct. 10, '11	Commodities between C. P. stations
Sup. 1 E2183	Sup. E 1779	Oct. 11, '11	Commodities continental ports to stations in the Northwest.
E 2197 Cancels E 1634	E 1793 Cancels E 1221	Nov. 18, '11	Import Class and commodity rates from St. John and West St. John to stations on C. P. R. and connecting lines.
Sup. 3 E 2144	Sup. 3 E 1740	Nov. 21, '11	Tariff showing export rates to Montreal and Quebec suspended until opening of navigation, 1912.
Sup. 12 E 1855	Sup. 12 E 1445	Nov. 22, '11	Commodities from C. P. stations and connecting lines to points in the U. S.
Sup. 4 E 1019	Sup. 4 E 1262	Nov. 23, '11	Class and commodity rates from C. P. stations and connecting lines to points in New England.
Sup. 9 E 1674	Sup. 9 E 1261	Nov. 23, '11	Class and commodity rates from C. P. stations to New York and Pennsylvania points.
Sup. 6 E 937	Sup. 6 E 528	Dec. 1, '11	Iron and steel articles to points on the Quebec Central Railway.
Sup. 12 E 1026	Sup. 12 E 1271	Nov. 23, '11	Commodities between points on C. P. R.
Grand Trunk Railway.			
Sup. 31 E176	Sup. 35 G. A. 10	Nov. 13, '11	Class rates from G. T. stations and stations on connecting lines to points in the U. S.
E 2431 Cancels E 2270	C. U. 63 Cancels C. U. 50	Nov. 12, '11	Commodities from G. T. stations and stations on connecting lines to points in the U. S.
Sup. 39 E 1240	Sup. 39 E 12	Nov. 21, '11	Tariff showing export rates to Montreal suspended until opening of navigation 1912
Sup. 3 E 2379	Sup. 3 E 40	Nov. 22, '11	Class and commodity for export stations in Canada to New York, Philadelphia and Baltimore.
Sup. 3 E 1870	Sup. 3 V. 13	Nov. 12, '11	Classes G. T. stations in Canada to points on D. L. & W. Ry. via Cobourg and Car Ferry.
Sup. 49 E 225	Sup. 49 G. A. A. 3	Oct. 7, '11	Pig iron C. L. Midland to Montmagny $3.55 per gross ton.
Grand Trunk Railway.			
Sup. 10 E 1985	Sup. 10 E 37	Nov. 6, '11	Export rates from points in Ontario to Boston, Portland, St. John and W. St. John.
Sup. 5 E 2193	Sup. 5 C. M. 17	Oct. 11, '11	Commodities from Montreal to points on the Intercolonial Ry.
Sup. 55 E 2245	Sup. 55 C. D. 63	Oct. 19, '11	Building material between G. T. stations.
Sup. 4 E 2265	Sup. 4 C. U. 58	Nov. 10, '11	Commodities from Buffalo, Black Rock and Suspension Bridge, N. Y., to stations in Canada.
Sup. 1 E 2421	Sup. 1 V. 27	Nov. 22, '11	Class rates from G. T. stations to points on the Erie R. R.
E 2437 Cancels E 2221	I. 118 Cancels I. 107	Nov. 18, '11	Import merchandise from ships side, Portland, M'e., to G. T. stations and connecting lines.
Michigan Central Railroad.			
Sup. 9 1767	Sup. 9 8803	Nov. 2, '11	Commodities between M. C. R. R., also from M. C., C. W. & L. E., N. St. C. & T., and T. H. & B. stations to points in Canada.
Sup. 3 1756	Sup. 3 8777	Oct. 21, '11	Class and commodity stations in Canada to New York, Philadelphia, Baltimore, Boston and Portland for export.
1822 Cancels 1756	8981 Cancels 8777	Nov. 22, '11	Class and commodity from M. C. stations in Canada, also from C. W. & L. E., H. G. & B., N. St. C. & T., and T. H. & B stations to Boston, New York, Philadelphia, and Baltimore for export.
Sup. 7 1751	Sup. 7 8764	Nov. 22, '11	Commodities from Buffalo, Black Rock and Suspension Bridge, N. Y., to points in Canada.
Sup. 6 1751	Sup. 6 8764	Nov. 10, '11	Commodities from Buffalo, Black Rock and Suspension Bridge, N. Y., to points in Canada.
1784 Cancels 1588	8872 Cancels 8358	Nov. 1, '11	Billets, iron commodities, etc., from M. C. stations in the U. S. to Canada.

C.R.C.	R.R. No.	Effective	Description.
Pere Marquette Railroad.			
Sup. 4 1365	Sup 4 3428	Oct. 4, '11	Commodities between stations in Canada.
Sup. 13 1023	Sup. 13 2630	Nov. 1, '11	Iron commodities from P. M. stations in the U. S. to stations in Canada.
Sup. 3 1374	Sup. 3 3478	Nov. 1, '11	Iron commodities from points in the U. S. to stations in Canada.
1394 Cancels 1151	3550 Cancels 2940 2958	Nov. 20, '11	Class and commodity tariff from P. M. stations in the U. S. to points in Canada.
Lake Erie, Alliance & Wheeling Railroad.			
95 Cancels 76	——	Nov. 1, '11	Iron and steel commodities from L. E. A. & W. stations to points in Canada.
96 Cancels 91	——	Nov. 1, '11	Class and commodity rates from L. E. A. & W. stations to points in Canada.
Cincinnati, Hamilton & Dayton Railway.			
258 263	Sup. 1 5586	Nov. 1, '11	Sugar, C. L., Findlay, Ohio, to points in Canada.
Sup. 1 Cancels 212	5604 Cancels 5333	Nov. 1, '11	Commodities from C. H. & D. stations to points in Canada.
261 Cancels 208	5602 Cancels 2361	Nov. 1, '11	Commodities from C. H. & D. stations to points in Canada.
259 Cancels 207	5600 Cancels 2350	Nov. 1, '11	Commodities from C. H. & D. stations to points in Canada.
266 Cancels 234	5280—D Cancels 5280—B	Nov. 1, '11	Class and commodity from C. H. & D. stations to points in Canada.
Sup. 1 266	Sup. 1 5280—D	Nov. 27, '11	Class and commodity from C. H. & D. stations to points in Canada.
Wabash Railroad.			
581 Cancels 537	L—5698 Cancels K—5698	Nov. 22, '11	Class and commodity from Wabash stations in Canada, also from N. St. C. & T. stations to New York, Boston, Philadelphia and Baltimore for export.
St. Louis Eastbound Freight Committee.			
3 Cancels 1	300—A Cancels 300	Nov 1, '11	Class and commodity, St. Louis and Mississippi Crossings to points in Canada.
Buffalo & Susquehanna Railway.			
Sup. 1 14	——	Dec. 1, '11	Cancellation of rates on leather from Westfield, Pa., to Montreal.
Toledo, St. Louis & Western Railroad.			
A. 23 Cancels 12	308—C Cancels 308—B	Nov. 1, '11	Class rates from T. St. L. & W. R. R. stations to points in Canada.
Buffalo, Rochester & Pittsburg Railway.			
482 Cancels 315	A—872 Cancels A—627	Nov. 20, '11	Feldspar, C. L., Genesee Dock, N. Y., to points in Canada.
484 Cancels 381	3563 Cancels 3142	Nov. 21, '11	Iron and steel articles from B. R. & P. stations to points in Canada.
Chesapeake & Ohio Railway.			
6	2000—B	Nov. 22, '11	Class and commodity from C. & O. stations to points in Canada.
Pennsylvania Railroad.			
G. O. 373	——	Nov. 25, '11	Articles of iron and steel from Coatsville, Pa., to Montreal.
Sup. 4. 301	——	Nov. 1, '11	Commodities from P. R. R. stations to points on the G. T. Ry.
Lake Shore & Michigan Southern Railway.			
223 Cancels 1999	——	Nov. 1, '11	Commodities L. S. & M. S. Ry. stations to points in Canada.
Sup. 10. 214	——	Nov. 5, '11	Iron commodities, L. S. & M. S. stations to points in Canada.
Central Railroad of New Jersey.			
513 Cancels 295	——	Nov. 29, '11	Sulphate of soda, C. L. points on C. R. R. of N. J. to Convent station and Lachine, Que. 19 cts. per 100 lbs.
506 Cancels 459	——	Nov. 5, '11	Nails, rods and wire from C. R. R. of N. J. stations to points in Canada.
Baltimore & Ohio Railroad.			
905 Cancels 786	——	Nov. 1, '11	Iron commodities from B. & O. stations to points in Canada.
Norfolk & Western Railway.			
146 Cancels 43	2317—O Cancels 2317—N	Nov. 15, '11	Pig iron, C. L., N. & W. stations to points in Canada.

FURNITURE FOR EGYPT.

A German consular report draws attention to the opening which exists in Egypt for drawing-room, dining-room, bedroom and office furniture. There is a small quantity of pine-wood furniture made in the country, which, though not very durable, is bought by the poorer classes, but these articles cannot be compared with those of European production. Furniture of good quality is required, specially manufactured for the large apartments of Egyptian residences, and consequently much larger than the articles ordinarily used in this country. The French style is stated to be very much in favor with the natives, with the addition of brilliant decorations such as glass, etc. Exporters are recommended to send a traveller to study this market on the spot, and to gain information as to the special requirements of the country.—(*London Chamber of Commerce Journal*).

APPLICATION OF CAR SERVICE RULES.

THE following circular covering this subject has just been issued by the railways to their agents:

When a shipper or consignee objects to pay assessed demurrage charges on the grounds of inclement weather, or on account of bunching, or other conditions which the Railway may be responsible for and which the Agent may not be in a position to determine at the moment, the assessed amount may be taken to debit in your station accounts on written guarantee from shipper or consignee that same will be paid, if, after full investigation, it is found by the Manager of the Canadian Car Service Bureau that the charge is legitimate and correct.

Full particulars must be promptly reported to the Manager of the Canadian Car Service Bureau, and if the contention of the shipper or consignee is found to be correct authority will be given to clear the outstanding from your station accounts, otherwise you will be instructed to make the collection.

WOOD BICYCLE RIMS IN FAVOR.

During the past summer, writes the Canadian Commercial Agent at Leeds and Hull, bicycles fitted with wood rims have been more generally used in this country, and their popularity is considered by local dealers to be much increasing. Manufacturers in the Midlands have turned out large numbers of machines with these rims, not only for home use, but also for export. The rims used are known as laminated wood rims and measure 26 or 28 inches in diameter and hold tires varying from 1 inch up to 1¾ inch, English standards. It is also learned that there is a possibility of a wider adoption of wood handle bars in the future. The growing preference for these wood fittings, it would appear, is occasioned by the advantages they possess of being lighter and cheaper than similar parts of metal and also do not necessitate the same trouble in cleaning.

This increasing popularity of wooden fittings may prove of advantage to Canadian manufacturers in a position to supply this trade. Firms in a position to influence business in these rims have communicated with this office expressing their readiness to furnish particulars and to give their consideration to any offers that might be received from Canadian makers.

CLUTCH AND PULLEY CATALOGUE.

The catalogue just issued by the Positive Clutch and Pulley Works, Ltd., Toronto, is an effective presentation of the lines manufactured by that company. The various articles are illustrated by half-tone engravings, and the important points in their construction and operation are explained. The catalogue, besides being a thoroughly good business announcement, is of high merit from the artistic standpoint. It will be sent on request.

DELAY IN FILLING ORDERS.

Importers in New Zealand, according to the Canadian Commercial Agent there, complain of delay in getting orders filled. This applies particularly to nails, desks and cheap chairs. As to nails, the largest importers are buying from the United States and shipping them *via* London. There is a very large business in bent wood and other cheap grades of chairs, but months elapse after orders are sent, and no explanation of delay is forthcoming. Should the importers turn again to the Australian article, which once controlled this market, it would be difficult to restore it again to Canada.

Importers here are conservative in their methods of doing business. When satisfied with an article they don't change, and their orders will succeed each other with great regularity. The Canadian exporter, however, should realize that at this distance the New Zealand buyer is at a disadvantage, and, unless supplied with a degree of promptness, may lose his season's business.

NEW PATENTS

The following is a list of patents granted by the Canadian Patent Office, to Canadians, and furnished by Featherstonhaugh & Co., 5 Elgin St., Ottawa, Canada.

136,053, V. Jno. A. Stoakes, Moose Jaw, Sask.—Stookers. V. J. A. Stoakes and H. D. Pickett.

136,054, T. L. Wilson, Ottawa, Ont.—Methods of and Apparatus for Signalling. International Marine Signal Co.

136,073, Jno. Satherson, Port Hood, N.S.—Washing Machines.

136,077, Ed. Boisvert, La Baie du Febvre, Que.—Cheese Vat Agitators.

136,087, R. S. Davidson, Toronto, Ont.—Race Indicating and Stake Calculating Apparatus.

136,095, W. B. Fox, Vancouver, B.C.—Suspender Clasps for Waist Bands.

136,098, Thos. R. Gaines, Montreal, Que.—Waist Bands for Garments.

136,099, R. Gardner, Toronto, Ont.—Apparatus for Straightening Flat or Other Goods before Ironing.

136,108, K. B. Holland, Hull, Que.—Mica Separators.

136,115, Ed. A. Jackson, Carnegie, Man.—Cattle Guards.

136,121, Wm. Leduc, Lachine, Que.—Tug Pins.

136,124, S. Longmere, Montreal, Que.—Vehicle Tires.

136,197, D. Maxwell, St. Mary's, Ont.—Re-acting Washing Machines. D. Maxwell & Sons.

136,205, L. Blackmore, Ottawa, Ont.—Fasteners for Horse Collars, or the Like. Thos. O'Connell & M. S. Liebenstein.

136,206, Thos. A. Brunt, Renfrew, Ont.—Weighing Trucks. M. J. O'Brien.

136,213, Wm. A. Hyle, Toronto, Ont.—Wrenches. MacDonald & Sons, Ltd.

136,220, Chas. H. Triggs, Earlscourt, Ont.—Window Sashes. Chas. H. Triggs and A. Bates.

136,223, H. Pocock, London, Ont.—Tile Machines. London Concrete Machinery Co.

136,227, Chas. Roberts & Jno. Fletcher, Winnipeg, Man.—Roof and Wall Tiles.

136,237, R. J. F. Aldred & A. E. Aldred, Glencoe, Ont.—Dough Feeding Devices.

136,240, F. Barber, Toronto, Ont.—Processes for Producing a Powdered or Sand-like Finish on Concrete or Other Work.

136,241, Chas Wm. Lavers, Halifax, N.S.—Detachable heels.

136,262, A. H. Ahlert, Swift Current, Sask.—Sliding Window Blinds.

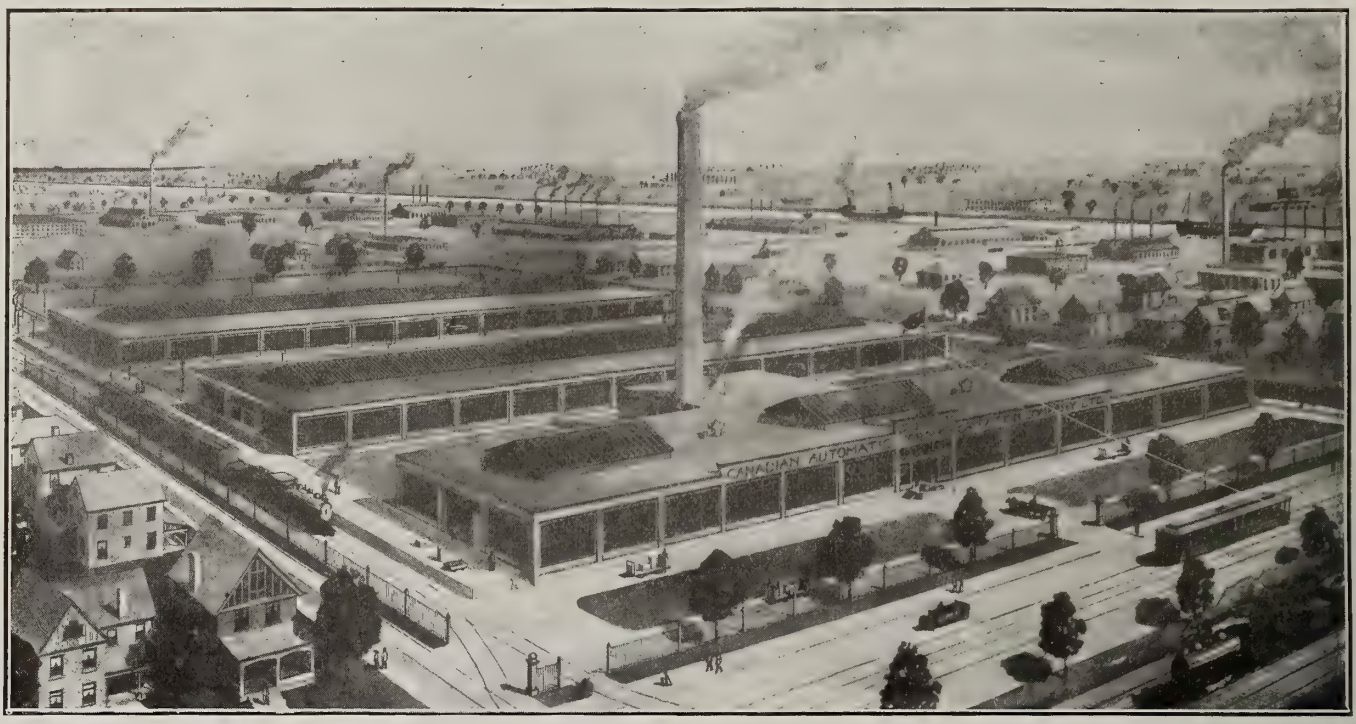
136,264, Wm. L. Frankhanel, Spring Lake, Alta.—Brush Cutters.

136,290, H. P. Jacobson, Vancouver, B.C.—Fire Extinguishing Powder Containers.

136,293, Jas. Johnson, Holstein, Ont.—Machines for Mixing Concrete.

136,300, F. Lee, Toronto, Ont.—Automatic Vending Machines.

136,312, A. Mulligan, Winnipeg, Man.—Axle Wedges.



Factory Specialists

IN these days of applied effort, it is important to consult a specialist on the construction of your factory.

Expert knowledge, specialized along one line, is everywhere in demand and the reason is obvious. It gives the best results.

PRACK & PERRINE

FACTORY DESIGNERS AND ENGINEERS

Hamilton, Ontario, Canada .·. Pittsburg, Pa.

Have for years directed their efforts to the problem of reducing the cost of factory construction so far as consistent with the most approved methods of economical and practicable manufacturing operation.

They can save you the worry of wondering what is the best type of building for your manufacturing purposes. They also can save you — what is perhaps of greater importance—many valuable dollars on your construction account.

Some of the largest of the new plants in Canada are being designed and erected under our supervision. The above is a cut of the new plant of the STANDARD UNDERGROUND CABLE CO., of Pittsburg, Pa., we are erecting at Hamilton, Ont. An illustration of the best ideas in factory design.

Write us for Suggestions

Estimates Furnished

DAIRY IMPLEMENTS AS EXPORTS.

In pursuance of their educational campaign for the development of Canadian export trade to South Africa, Elder Dempster & Company, call attention to the situation with regard to Dairy Implements and Machinery as follows:

We are rather surprised that our manufacturers should not be able to capture a larger share of the trade that is to be done. In these letters we are endeavoring to interest our many friends in the lines which should show better results, trusting that in giving them some very useful information it will lead to increased business.

This evidently is a line in which there is ample room for improvement among our manufacturers, and this branch of the African market is one that should be cultivated. We are now shipping three different makes of churns, but apart from these we are carrying practically no other dairy machinery, which is to be regretted. With the exception of these churns, our Canadian goods have no reputation in South Africa, for we are told they are inferior to the Australian product, both in finish and workmanship, especially that of the well-known maker, Cherry.

The farmer, we are told, finds it more remunerative to send his cream to the factory than to work it himself, and this will possibly result in decreased sales of hand churns, in favor of the power butter and cheese factory equipment, however, there is much that might be done if our manufacturers will take more interest in this market, because of course the creamery is only available to the man either living near it, or a railway that will supply the necessary transportation. There are still a great many farmers who cannot enjoy these advantages, and these must employ household dairy appliances.

Our remarks in previous letter, with reference to samples, apply also to Dairy Implements, as they do to all other lines, and it is to be hoped shippers will take advantage of our offer, and send out some samples which will surely lead to business. It is quite impossible to expect much, unless samples are forwarded, and as we are prepared to do our part, by carrying these samples free, it is up to our shippers to stir themselves.

We are quoting on Churns from Montreal—

Cape Town	28/9
Algoa Bay	31/3
East London	33/9
Durban	37/6
Delagoa Bay	40/-

per ton of 40 cubic feet.

These rates will remain the same until December, when we quote 2/6 per 40 cubic feet less from St. John. The above rates are 2/6 per ton under the rates from American ports, and 1/3 under the rates now current from English ports. As the customs duties are reasonable, we hope our Canadian manufacturers will look more closely into this particular line, and we will be pleased to give further information to all those who are interested.

We find it quite impossible to give full particulars in these weekly letters, and they are distributed with the hope that those who intend going after business in any particular line, will communicate with us for further details.

OXYGEN

Of guaranteed purity by the Claude's Process. The largest and most up-to-date plant now in operation on this continent.

OXYACETYLENE

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WELDING AND CUTTING PLANTS

For welding steel, cast iron, copper, brass, lead, aluminum. For cutting steel and wrought iron.

SAMPLE AND REPAIR WORK UNDERTAKEN

R. J. LEVY

MANUFACTURER OF OXYGEN

MAISONNEUVE - MONTREAL

Telephone East 6713

WE ARE THE SOLE OWNERS OF

And are prepared to manufacture at our factory in Hamilton, Ont., and to supply the Canadian trade with any of the devices covered by the following patents of the Dominion of Canada:

CANADIAN PATENTS.

No. 79,896, Mar. 24, 1903—Improvement in Babbitting Devices.
No. 107,380, Sept. 10, 1907—Cutter Head Knife Sharpener.
No. 108,490, Nov. 12, 1907—Band Saw Tensioning Device.
No. 109,194, Dec. 19, 1907—Adjusting Means for Planer Heads.
No. 109,845, Jan. 24, 1908—Adjusting Means for Planer Heads.
No. 110,216, Feb. 11, 1908—Variable Speed Mechanisms.
No. 110,217, Feb. 11, 1908—Variable Speed Devices.
No. 113,311, Aug. 4, 1908—Driving Mechanism for Planers.
No. 113,478, Aug. 11, 1908—Sanding Machines.
No. 115,919, Jan. 5, 1909—Knife Holders for Cutter Heads.
No. 117,680, Mar. 9, 1909—Multiple Board Gauges.
No. 120,467, Sept. 14, 1909—Multiple Gauges.
No. 120,468, Sept. 14, 1909—Locking Mechanism for Gauging Devices.
No. 120,610, Sept. 21, 1909—Feeding Mechanism for Saws.
No. 121,235, Oct. 12, 1909—Feeding and Adjusting Mechanism for Saws.
No. 121,236, Oct. 12, 1909—Adjusting Means for Saws.
No. 122,023, Nov. 23, 1909—Adjusting and Grinding Planer Knives.
No. 122,172, Nov. 30, 1909—Feed Rolls for Planers.
No. 122,341, Dec. 7, 1909—Holding Device for Planer Head Bits.
No. 123,041, Jan. 4, 1910—Cutter Heads for Grooving Machines.
No. 123,239, Jan. 18, 1910—Fastening Means for Planer Knives, etc.
No. 127,643, Aug. 23, 1910—Bearings.
No. 128,664, Oct. 18, 1910—Holding Devices for Planer Heads.
No. 128,665, Oct. 18, 1910—Grinding and Jointing Appliances for Planers.
No. 128,797, Oct. 25, 1910—Planer Heads.
No. 128,918, Nov. 1, 1910—Saw Mill Carriages.
No. 129,089, Nov. 8, 1910—Double Acting Set Works.
No. 129,200, Nov. 15, 1910—Abrading Cylinders.
No. 129,343, Nov. 22, 1910—Planer Knife Sharpeners.
No. 129,489, Nov. 9, 1910—Improvements in Lathes or Turning Machines.

Berlin Machine Works, Limited - Hamilton, Ontario

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.

127. **Portland Cement.**—A commission merchant in Havana wishes to handle Canadian Portland cement in barrels of 400 lbs., c.i.f. Havana.

128. **Shirtings and Sheetings.**—A South African firm wishes to get in touch with Canadian manufacturers of shirtings and sheetings. Good references are given.

129. **Soap.**—A Newfoundland firm wishes to secure the representation of a line of Canadian flour.

130. **Tar, Turpentine, Resin and Pitch.**—A London firm makes enquiry for the name of Canadian exporters of these products.

131. **Turpentine Oil.**—A Hamburg firm wishes to get in touch with Canadian manufacturers of turpentine oil, resin and residues in this line. The firm is well-established and has good references.

132. **Veneers.**—A Canadian wood-working firm wishes to get in touch with Canadian firms who cut Circassian walnut veneers.

133. **Wood Pulp.**—A Belgium firm enquires for Canadian manufacturers of wood pulp; the firm is willing to purchase outright or sell on commission.

MANUFACTURERS WANTED.

Free Site and Tax Exemption or other considerations offered to Manufacturers who will locate at Fort William, the centre of Canada. Unrivalled Transportation Facilities, Cheap Power, Plentiful Labor, Harbor Advantages.

APPLY

Industrial Commissioner,

FORT WILLIAM.



Oxy-Acetylene

Oxy-Acetylene for Welding and Cutting Metals is the most efficient

THIS PICTURE SHOWS HOW OXY-ACETYLENE WAS USED IN CLEARING THE QUEBEC BRIDGE WRECK

Oxy-Acetylene is used by Machinists, Electrical, Mechanical, Contracting, Hydraulic and Mining Engineers, Ship Builders, Structural Steel Work, Iron and Steel Founders, Railroads and Street Railways, Automobile Manufacturers and Garages, and all Repair Shops.

The Greatest Known Heat by Combustion. No Chemical Change in Metals as with Other Systems

IN DAILY USE IN THE FOLLOWING SHOPS.

C. P. Railway, Montreal, Toronto, Winnipeg; G. T. Railway, Point St. Charles: Canadian Westinghouse Company; Dominion Steel Company; Nova Scotia Steel Company; Montreal Rolling Mills; Canadian Rand Company.

14 Plants in Actual Use in Montreal

WRITE FOR INFORMATION TO

Acetylene Construction Co. Ltd.

604 POWER BUILDING, MONTREAL, P.Q.

INDUSTRIAL CANADA

ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

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Editor: F. P. MEGAN.

Advertising Manager: D. B. GILLIES.

COMMENT OF THE MONTH.

New Industries for Canada.

AN assurance of tariff stability is already having its effect. Inquiries from United States companies which are considering the establishment of branches in Canada have never been so numerous and there is every indication that the growth along this line will be very great during the coming year. Those who were holding off pending a definite decision on the tariff question are proceeding with the organization of industries on this side of the line. Others who had paid little heed to the Canadian market have had their attention called to it by the great publicity which was secured during the election campaign. It may fairly be said that the people of the northern states never knew Canada until within the past few months. The leading newspapers had correspondents in this country during the election period, and the importance of the issue to the United States made the political articles of exceptional general interest. Hence manufacturers gained a knowledge of the seven million people at their doors, and they began to cast around to see how they could get a share of their business. It required only a short investigation to show that the one way to get the trade was to come over here and manufacture, and they are making their plans accordingly. To see the evil effects of instability of tariff one has but to consider the business conditions which have obtained in the United States since 1907. During all the intervening period there has been a tariff agitation in progress with the result that business has passed from one period of disappointment to another. Now there seems little prospect of a material betterment till after the Presidential elections next year. Hesitancy and stagnation are the characteristics of the situation. Canada has passed through the period of doubt and is now enjoying a steady and growing measure of activity. With a reasonable protection assured to our manufacturers and workmen, through the tariff, a bright prospect opens up for an era of growth and advancement.

How British Trade May Expand.

WHAT is the position of British manufacturers as a result of the Canadian idea expressed in the recent elections? Mr. J. Norton Griffiths, a member of the Imperial House discussed the question in a recent interview. "The leading industrial concerns in this country," he said, "to reap a full share of Canada's great future must start branch establishments in the Dominion itself, sending men and partially manufactured materials until such industries attain full development. The Americans are doing this all the time, and the industries that have been started of later years in Canada have proved a commercial success in every case. Canada's prosperity is based upon the rapid agricultural development of the country by a permanently, immensely increasing population employed in exchanging wheat for golden sovereigns. The natural productiveness of the vast area, which no man can realize without having seen, ensures the future

of Canada and guarantees an ultimate population up to the extent of the United States. These people have to have all the goods they use and require made for them. There is not a single branch of trade in this country which could not be successfully established in Canada under experienced management. People must soon realize that Canada, without any booming, is going to be one of the greatest countries in the world, even if England never sent a man or a pennypiece out there. The mineral wealth is as yet untouched, the greatest known coalfields lying dormant—iron ore, copper, gold, and silver in the Northwest, timber; all this is waiting the miner and prospector. This is all super-wealth. The real staple industry, the finest of all industries, is the agriculture of the country, with the growing of wheat as its main feature. * * * What the manufacturer of to-day must do, if he wants to participate as he should do in Canada's prosperity, is to wake up, to send out representatives to see what is wanted for the Canadian market, and where, even though, perhaps, at first on a small scale, branch establishments can be started to cater for the daily expanding markets of the Dominion. These are the methods adopted by other countries, and the more one travels the more aghast one is at our methods of sitting and waiting for trade to drop into our laps." The establishment of branch factories of United States companies is one of the most noteworthy developments in Canada during recent years. As is pointed out by Mr. Griffiths this practice gives a parent concern great opportunities for expansion, without running counter to the Canadian desire for home industries.

Building a Nation.

A RECENT issue of the *Weekly Sun* suggests some of the weaknesses of scattering a population over too wide an area. It speaks of the difficulty of supplying the agencies of civilization to the remote and sparsely settled districts which already stretch far to the north in the western wheat-growing provinces. The question raised is worthy of serious consideration. Some of the difficulties which we have already experienced are patent to all. The provision of schools and efficient teachers throughout western Canada has presented almost insurmountable difficulties. The churches are unable to supply enough men to minister to the spiritual needs of the people; while the hospital and medical facilities in many districts are of the scantiest. Altogether there is a regrettable lack of the influences which make for intelligent and sturdy Canadian citizenship. Yet with this condition obtaining there is a continual pressing back of the boundaries. What is more needed now is a tightening up of the population; a little condensation in place of the continued extention; fewer railroads projected up to the northern seas and more exploitation of the older districts. Along the northern area of Ontario and Quebec lies a fertile agricultural soil. Why not settle this before the far north is invaded? The country is served by a railroad, it is close to the producing centres of the two provinces, it forms part of the most densely populated area in Canada, its market is close at hand and easily accessible, and it is within easy reach of all those civilizing agencies which it is so desirable to have available for a population which of necessity at first is largely foreign in birth, language and ideas. Then in the West will it not be better to turn our efforts in the direction of filling up the vacant land in the area which is already organized, and thus make life better and pleasanter for new comers and old homesteaders alike, than to press on with feverish haste to explore new districts and open up new empires? For the undeveloped parts of Canada are still of empire size. Canada has no right to accept more immigrants than she is able to digest. Numbers are a weakness unless they can be Canadianized. Our policy should be to place our new citizens so that they will come within the educational and moral influences necessary to a proper appreciation of and sympathy for our national institutions.

Two Lessons.

"AMERICA sells because it can produce cheaply, not because it can produce well" was the criticism of the producing methods of this continent by Mr. E. G. Cooley, a leading educationist of the United States, who has recently returned from a study of the industrial education system of Germany. "Loose and wasteful methods" says the *Chicago Tribune,* in discussing Mr. Cooley's remarks, "have not yet brought down upon us their inevitable penalty because we have been fortunate, and in some degree undeserving, possessors of an immense resource of cheap raw material.

But this advantage is not permanent. It already is diminishing. That means that our methods must improve to make up the deficiency, or we shall be outstripped in the world race and our self-sufficient pride of prosperity brought low.

Germany, having no wealth of "natural resources" in our American meaning of the phrase, turns to the greatest of all natural resources, her own intelligence. She has made herself efficient by "taking thought." She has created her great resource and it is science.

"Invaluable results," reports Mr. Cooley, "are achieved by the simplest and least expensive methods. The most impressive fact is the comprehensiveness; education is supplied to every occupation where it is a benefit. With poorer land, and less favorable climate, poorer iron and coal mines, originally less ingenious and effective machinery, Germany is crowding competitors to the wall through better trained men."

"Better trained men"—in that phrase may well be expressed a whole statecraft. Certainly in a vast democracy like ours the phrase has a tremendous import, extending not only over the field of economic achievement, but also that of political and social efficiency.

Education has been an American shibboleth from the

beginning, and yet somehow we have not realized an institution growing with our needs. We have not achieved "preparedness." We have lagged behind our problems. Yet there is only one hope for the democratic experiment, and that is built upon popular education. We must have "better trained men"—and women, better trained for self-help, better trained for the co-operative activities of citizenship.

The great weakness of economic and business America is its want of science in method, its careless assumption, born of happy circumstance, of natural superiority, its waste, its want of foresight and "far sight."

The great weakness of social and political America is its want of the sense of citizenship, derived from the same general conditions, a part of the same careless acceptance of felicitous circumstances, the freedom of a new land, far from foreign foes, without history, abounding in opportunity.

But most of these advantages are adventitious and temporary and they must be met by the national intelligence —by education. No other issue but is involved in this the permanent paramount issue.

The Patent Branch.

A DIFFERENCE of opinion may arise as to how the Patent Office at Ottawa should be conducted; none exists as to the necessity of a change from the present condition of inadequacy and uncertainty. When we speak of the inefficiency of the organization we do not refer in any way to the ability and zeal of the officials of the Department. The criticism is aimed at the system under which a few men are called upon to do the work of many, with all the consequent weaknesses which arise from such undermanning. Ostensibly applications for patents are examined and the patent is issued only after it is assured that no patent has been issued previously covering the same invention. As a matter of fact a satisfactory investigation is entirely impossible. There are not enough employees in the Department to admit of specialization. If it were possible for one man to devote his attention to one class of articles, he would in a short time become familiar with the developments in that line, and he could make an examination which would be conclusive. So long as the staff is kept down to its present numbers no certainty can be expected in patent decisions. As a matter of fact it is notorious that a Canadian patent is no good until it has been tested in the courts. While this condition exists, the Patent Branch is earning a revenue far in excess of its expenditures. The men who are taking out patents are paying enough to support an efficient staff. This is a subject which the new Government should attack at an early date and thus relieve inventors and manufacturers from the chaotic conditions under which they are now suffering. In a special article in this issue of INDUSTRIAL CANADA, Mr. J. E. Maybee discusses the whole question in detail. Our readers are asked to read this carefully and send in suggestions for the improvement of this service.

Housing an Industrial Population.

IN striving, as all manufacturers must do, to improve the conditions of labor under our industrial system, we are met with two great problems which have not had the attention on this continent in the past that their importance would warrant. Conservation has become a religion with many people. The felling of a tree is looked on as a sacrilege and a fire is a crime. So it should be. But in the enthusiasm for conservation of natural resources, the pre-eminent duty of conserving and strengthening the human element, in increasing its efficiency and its happiness, must not be overlooked. Prevention of accidents to workmen engaged in their regular occupations is of paramount importance. It depends no less on economic grounds than on humanitarianism. However, we shall not discuss this phase of the problem here. Of scarcely less importance is the question of housing. Happily the subject is being attacked now in a thorough manner, and we may hope for an early betterment of conditions. In the large centres of industrial life the housing problem has become critical. Cities have grown beyond their ability to accommodate the population. Men have been compelled to live near their place of employment because transportation facilities were not adequate. In consequence congested districts have grown up. Houses within a limited area have become valuable because all workmen had to find a place within that district in which to live. Rents soared and families could no longer afford a whole house. Two families occupied the rooms which were intended for one. This went on until the present impossible conditions came about. Houses, crowded as they are, are unsanitary; by being huddled together they have a minimum of light and fresh air. And such conditions breed filth and disease. It is true that the worst conditions develop in foreign districts, where poverty is more or less chronic. But the possibilities of the same outcome in factory workmen's districts exist in the shortcomings of our civic systems. Only by providing such transportation facilities as will enable a man to get from the suburbs to his place of business in a few minutes will this crowding of population cease. A city owes it to its citizens to provide the opportunities for a comfortable life. That duty is being recognized in a score of ways; by multiplying parks, by providing playgrounds for children, by beautifying boulevards and public buildings, by giving pure water and ample light. But happiness and satisfaction must in the last analysis be found in the individual home. A civic system of transportation and taxation, which will enable a workman to live in a clean, airy, bright house in the suburbs, for the same amount as it now costs him to endure the discomforts of his present quarters, is a goal worth striving for. We trust that the attainment of that goal is not in the very far distant future.

Taxation of Improvements.

MANUFACTURERS and others who have enough civic spirit to erect good buildings are penalized for doing so by being taxed on every dollar's worth of improvement that they make. This surely is contrary to public policy. It should not cost more in taxes to be decent and to add to the comfort of the public and to their pleasure, than to fall down in all these respects by the use of ramshackle buildings. Some manufacturers have gone a long way towards making the working conditions of their employees agreeable through the construction of airy and well-ventilated and light buildings. They have gone further. They have done what they could to remove from their factory districts the ugliness and sordidness which have become in too many cases a recognized condition of manufacturing. They have done this by developing model factories, dignified in architecture and attractive by gardens and flowers. The result of spending their money on better and more beautiful buildings has been a prompt increase in their annual taxation. After a few experiences a manufacturer would be somewhat justified in assuming that his efforts towards the general betterment of his municipality were not appreciated. He was met with greater charges and hence harder competition from the other man who was satisfied to manufacture in an old building. The system of taxation under which this is possible is manifestly faulty. A change must come. The question has another interest of no less importance to the employer. The whole problem of housing is bound up in it. In our larger cities the housing of workmen has become a matter for urgent consideration. Rents have steadily increased without an increase in living facilities; the area open for settlement has been circumscribed by insufficient transportation lines; the cost of land for building has in consequence risen beyond all reason, making abnormal profits to the owner at the cost of the workingman and the community as a whole. Those two questions, taxation and transportation, must be attacked seriously by the people of this country.

Wanted! A Fire Marshal

THE Insurance Department of the Canadian Manufacturers Association has frequently urged the necessity of the appointment of fire marshals in the various provinces. The need for such officials is steadily growing. Why are we in Canada suffering such heavy losses by fire? Not, certainly, because we as a people desire them. The burden on industry caused by the absolute waste through fires is one of the heaviest handicaps under which we do business. Is it not time to take strong steps for the minimization of this loss? There should be an official in every province whose duty it would be to visit the scene of every fire and find out the causes. The first result would be a disappearance of the intentional fires, the class which result from friction, from the rubbing of a two thousand dollar policy against a one thousand dollar risk. Regrettable as it is, it must be admitted that a fair percentage of all fires are of incendiary origin. The prompt investigation of fires would reduce this class very materially. Then information would be acquired relative to the ordinary causes of fires, and with information would come recommendations for their obviation. Weaknesses in construction, the storage of materials, the maintenance of cleanliness, all these and a score of other points figure in the origin and spread of fires. Fires take place and insurance is paid, but the causes are not definitely established, and the same cause is likely to operate the next week in a similar way. We are not profiting by experience. Fire inquests should be held wherever the origin of the fire is not definitely fixed by an inspection. The results of all investigations should be reported to the Provincial Governments, and in course of time owners of buildings would become educated up to the knowledge that certain conditions are most favorable to the commencement and spread of fires. Only by education, supported by legislative regulations, will Canadians cease from the extravagance that they now indulge in from year to year in the matter of fires. Fire marshals cannot be appointed too soon.

The Meaning of the McNamara Case.

BY all means the most startling occurrence of the month, in the industrial world, was the confession by the McNamaras that they were guilty of the crimes with which they had been charged. The horror of the situation is accentuated by the absence of the hysteria which sometimes accompanies acts of this kind. The public are able to form a cool and sane judgment, not only on the crimes themselves, but also on the conditions which made them possible. That an organized body of men should in cold blood plan the murder of men and the destruction of property is staggering. Yet no one supposes that the McNamaras pursued the dangerous trade of murder for their own amusement. The facts have to be faced that at least one labor union in the United States was prepared to go to the extreme limit of anarchy to enforce its demands. Because one publisher put up a determined fight against the principle of the closed shop, his newspaper office was blown up and twenty-one of his employees were killed. Because the American Bridge Company maintained an open shop, bridge after bridge, which was built by them, was destroyed. From the expressions of opinion of labor men throughout the country it seems evident that there is no sympathy in the general ranks of labor for this lawlessness. We do not believe that any considerable body of men enjoying the benefits and privileges, the freedom for life and property, and the participation in the legislative and administrative functions of government, which are conferred by the laws of the United States, are willing to weaken and nullify those laws, by recklessly breaking the ones which seem to curb their desires. Protection to life and property is essential if the State is to survive. The men who perpetuated the outrages referred to were worse than murderers. Their crimes tended to subvert authority, and struck at the very foundations of the nation.

Apart from the actual loss of life, the most deplorable feature of the whole affair was the readiness with which men, not only in the United States, but scarcely less in this country, accepted the preposterous suggestion that the charge against the McNamaras was a great conspiracy of capital to discredit organized labor. Surely the strife of classes has reached a lamentable stage when such an idea could be maintained for a minute. It was no doubt a recognition of the prevalence of this idea, and the feeling that in case of a prolonged trial this feeling would grow rather than decrease, that induced the prosecuting attorney to provide for a mitigation of the punishment in case a complete confession was made. Many union men, who have been assured for months of the innocence of the accused, and who have contributed to their defence, would have refused to believe the evidence, and the hanging of a pair of murderers would have been looked on as a martyrdom for the principles of unionism at the hands of capital. From this standpoint, and to avert a war of class against class, something less than the punishment that was their due may have been wise. Such, at any rate, apparently was the opinion of those who had charge of the case. The case has been one of those occasional happenings which compel a consideration of some of the fundamental things of life. It may result in a clearer and truer perception of the principles of freedom, as applied to the relationship between employer and employee.

Reduced Express Charges.

OUR readers are asked to give special attention to an article appearing elsewhere in this issue dealing with a recent order of the Board of Railway Commissioners on Express matters. A great injustice has been suffered by shippers in the past through the improper grading of charges for parcels under one hundred pounds in weight. In some cases, as is shown in the examples quoted in our article, the charge for forty pounds is as great as for a hundred pounds, and in all cases the charge for the small weight is out of all proportion to the charge for the great. For instance, one hundred pounds, subdivided into ten parcels of ten pounds each, will cost double or more what one parcel of a hundred pounds will cost. The new order provides for a more equitable grading of charges. This is especially needed from the fact that eighty-five or ninety per cent. of all express business is done in weights under one hundred pounds. The greatest burden in the past has been borne by consigners who lived where there was no competition. A reference to the tables given elsewhere in this issue will show how heavy was the cost of express service in their case. This discrimination has been eliminated. Henceforth they will be on an equality with those enjoying competitive conditions. Altogether the new order has established a better condition for shippers using the express companies. As was proven during the recent enquiry, there was no reason for the excessive charges for this service, considering the money invested and the profits earned. It is a service which could be given by the railway companies without any change in their organization. To all intents and purposes it is a branch of the railway companies' business. Hence the necessity, from the standpoint of the public, of removing from it the special privileges in the way of high tariffs. It is, after all, only a fast freight service, and while an additional toll is legitimate for the additional service, there is no justification for placing the service in a class by itself.

Time for Business.

WE have been surfeited with politics of late. For almost a whole year the spectre of reciprocity hovered over the land, inducing a condition of uneasiness and hesitancy among all classes. Business was adversely affected by the agitation which was carried on till the end of September. With the settlement of that question business men breathed easy, and the feeling of relief was indicated by activity in all lines. The tariff question was settled, and settled in a way which ensured stability for some years to come. But scarcely had the people of Ontario settled down to the pursuit of their business than a provincial election was announced, and more or less agitation has again arisen. This will not have time to subside before the civic elections come around. The whole year has been given over to the uncertainties of politics. Elections have to be held, and questions will continue to arise which will stir the people and take their minds off business. That is a necessary condition of democratic government. It is to be hoped, however, that the coming year will introduce a period of tranquillity, free from the turmoil of political strife. We have so many things to do in Canada in the ordinary course of development and improvement that we have not time to take a year off very often just for electoral contests. We have manufacturing industries to build up and extend, we have a continually new market in the west to organize and supply, we have railways to build and waterways to improve, we have industrial education to establish, we have schemes without end for bettering the working and home conditions of our people. These are things which prosper better during times of political peace. We cannot afford to scatter our energies too much. So while it is well that the public took the interest they did in the reciprocity question, and while local self-government as exemplified in our provincial legislatures and municipal councils is extremely valuable as expressions of our democratic system, we may now hope that for a few years we may devote our energies to other things.

Rearrange the Departments.

AFTER things have been running in a groove for a considerable time it becomes much easier to continue them in the old way than to cut out a new path, even if the latter course would provide the best results. It is all the more necessary for the new Government to inaugurate changes and improvements now before they become settled in their ways. A new broom should be used while it is

new. Hence we feel justified in offering a suggestion at the present time for a change which, we believe, would add to the efficiency by reducing the cumbersomeness of some branches. For instance, at the present time the Census Department is under the Department of Agriculture. The most important part of the census is the collection of information dealing with the industries of the country. The total population is of interest, but when it is once announced, it is asked for no more. The industrial census, on the contrary, is in constant requisition. It would be safe to say that not a day passes but that many inquiries are made for information contained in this report. The most natural place to go for information relating to the census is the Department of Trade and Commerce. That is the place, in fact, where most inquiries do go. A delay of necessity ensues. The inquiry has to be passed on to the Department of Agriculture. Why should not a particular branch be placed under the Department where most people expect to find it? The principle of the index should obtain. The idea should be to place it where most people look for it. The Census Branch is taken merely as an example. A consideration of the work of the various departments might show a number of similarly badly-indexed sub-sections. Elsewhere in this issue the suggestion is made that the Patent Branch be also removed from that resting-place of odds and ends, the Department of Agriculture. There seems absolutely no reason for its inclusion in the work of that Department, except, indeed, that nobody else would take it in. We commend these changes to the new Ministry.

South American Trade.

CANADIAN manufacturers should take cognizance of the immense market provided by the republics of South America. The bulletin of the Pan-American Union for October gives a survey of the trade of South America for the preceding year. The facts and figures are astounding. The growth of the commerce of the republics referred to, since 1897, is shown by the fact that whereas in that year the total commerce was $910,422,500, in 1910 it had increased to $2,343,744,000, a gain of over 150 per cent. This was equally divided between imports and exports. In discussing the failure of the United States to get a larger proportion of this business than they now enjoy, the *Scientific American* makes some suggestions, which are worthy of the consideration of Canadians. "A better system of banking," it says, "one more adapted to conditions in South America; the exercise of greater care in selecting the commercial representatives who go down and get into personal touch with the Latin American business men; a more intelligent study of the character, disposition, tastes, manner of doing business, and particular ways and wants of the people down there—all this, coupled with the creation of a merchant marine specially constructed for the South American trade, would do wonders in the extension of our Latin American commerce. Personality and manners count for a very great deal with the Spanish American. There is probably no section of the earth where 'bluff,' 'push,' and general 'get-there' methods count for so little, except as destructive agencies. The German, always analytical and scientific in his methods, thoroughly understands this fact; and the great commercial houses in Germany select their representatives with a special eye for their fitness for meeting and adjusting themselves to the idiosyncrasies of the Latin American customer. Instead of trying to make the people buy what he makes, the German tries to make what the people buy —a very simple, but a very radical and far-reaching distinction. More than that, he is careful to pack the goods and deliver them in just that very way which will render them acceptable to the customer and fit in most comfortably with his established habits, and the general local conditions."

A Municipal Budget Exhibit.

WHAT citizen of Montreal or Toronto could tell how much is spent annually for fire protection, how much for the police, how much for streets and bridges? Very few. The business of city administration has grown so complex that it is impossible for a business man to give it the attention necessary for even a working knowledge. To meet this condition the City of New York has brought the information to the citizens. For a month an exhibit was held in a prominent place down town, where every dollar of expenditure was graphically shown. A huge mass of golden cubes represented the total expenditure. Surrounding this were smaller piles, illustrating every branch of civic expenditure. Not only was the total cost of each service shown, but it was shown in comparison with all others. The spectacular side was not neglected. In the basement model fire apparatus was on view. A modern automobile truck was shown side by side with a fire engine horse. The saving in substituting motors for horses was given. A huge map was stretched out on one floor, with the police stations indicated by miniature buildings, and every policeman shown on his beat. The schools, public buildings, bridges, everything on which public money is spent, were given their place. That the citizens were interested in the cost of city government is shown by the fact that over a million people visited the exhibit during the month. Its lessons were used as the basis of instruction in the schools, and altogether a healthy interest was developed in public affairs. It is worthy of note that while for the two years preceding the first budget exhibit, the annual increase in expenditure was five million dollars, for the past year it was only seven hundred thousand. And no service has suffered. The advantage of getting the citizens interested is manifest. Upon such general interest depends absolutely the success of our system. The few whose interest lies in ways that are dark can be relied upon to be eternally vigilant. To keep our government clean and economical the general citizen body must be no less vigilant. We owe it to the men whom we elect to administer our civic affairs to give them strong and intelligent support in right doing.

EXECUTIVE COUNCIL PROCEEDINGS

Much Work Undertaken at First Meeting of New Executive Committee. Reports From Various Departments and Officers. Montreal and Toronto Activities.

BY the largeness of attendance and keenness of interest displayed at the first meeting of the new Executive Council, which took place in the Council Chamber of the Toronto Board of Trade, on Thursday, November 16th, at 2 p.m., prospects are bright for an active year's work on behalf of the members. The President, Mr. N. Curry, occupied the chair. In calling the meeting to order, he expressed the pleasure it gave him to be permitted to preside over the deliberations of such an important body as the Executive Council of the Manufacturers Association. Looking to the future, and anticipating the work of the year before him, he intimated that in his opinion prompt steps should be taken to increase the revenue and provide more help in the office. Not only was the work more than usually heavy, but the Association was attempting to cope with it with a smaller staff than ordinary.

Communications.

A letter from Hon. R. L. Borden, Premier of Canada, was read, conveying his thanks to the Association for the congratulations telegraphed to him on the night of the Convention banquet.

On the recommendation of the Montreal Branch, Mr. J. H. Sherrard was named as the Association's representative, to be entered on the voters' list of the City of Montreal.

An application from a number of manufacturers of boots and shoes in Ontario, to be permitted to organize an Ontario Boot and Shoe Section of the Canadian Manufacturers Association, was referred to the Reception and Membership Committee for consideration.

Report of the Treasurer.

The Treasurer presented a statement showing receipts and disbursements for the month of October, prefacing same with a verbal report for the months of August and September. He showed a cash balance on hand, October 31st, of $9,601.17. His revenue statement for the three months ending October showed a surplus revenue of $1,743.64.

The report was adopted on motion of Messrs. Booth and Firstbrook.

Increase in Membership Fees.

While the Treasurer's report was under discussion, Mr. Henderson took occasion to refer to the necessity for a prompt and substantial increase in the membership fees. He thought the Association had trifled with the matter too long already, that they should now make up their minds that they had to come to it, and that some recommendations to this end should immediately be made by a committee and submitted to the Council for approval.

After Mr. Firstbrook had reviewed the efforts which had been made prior to the Vancouver Convention to provide a liberal increase in the scale of fees, Mr. Henderson moved that the Treasurer, the Chairman of the Finance Committee and the Chairman of the Membership Committee be appointed a special committee to report on this subject at the next meeting of the Council, remarking that in his opinion it was advisable to increase the $10 fee, that being the class in which by far the largest number of memberships fell.

After a considerable discussion, during which several members reiterated the need for more funds if the increasing work of the Association was to be adequately handled, it was decided to leave the consideration of the question to a committee consisting of the Chairmen of the Standing Committees, with the Vice-President as chairman.

Report of Finance Committee.

On behalf of the Finance Committee, Mr. John Firstbrook recommended payment of accounts for the month totalling $2,154.55. He recommended the payment of quarterly commissions to the Branch Secretaries for the period ending the 31st October, coupled with the qualification that the payments thus made should not be regarded as a precedent, but that the new Committee should feel free to deal with the matter as they saw fit when next the commissions matured.

The report was adopted.

Reception and Membership.

The report of the Reception and Membership Committee, presented by Mr. Holt Gurney, Chairman, recommended the acceptance of the following applications:—

Brantford, Ont.—John H. Hall & Sons, Special Machinery.

Bridgeburg.—Pratt & Lambert, Varnish, Stains, Enamels.

Chatham, Ont.—The O'Keefe & Drew Abattoir Co., Meat Products.

Fort William.—Alsip Brick & Tile Co., Red Bricks.

Goderich.—Doty Engine Works Co., Limited, Engines.

Halifax, N.S.—Canadian Cereal & Milling Co. (H. Flowers, 3rd member).

Hamilton.—Appleford Counter Check Book Co., Ltd., Counter Check Books; Climax Good Roads Machinery Co., Ltd., Road Making Machinery; Schacht Motor Car Co., of Canada, Ltd., Automobiles.

London.—D. S. Perrin & Co., Limited (C. Currie, 2nd member).

Montreal.—Canada Carbide Co., Ltd., Carbide of Calcium; Daniel D. McTavish, 1st member, and Wm. S. Hart, 2nd member; The Eagle Shoe Co., Goodyear Welts; Eastern Canada Fisheries, Ltd., Canning and Packing Fish; Holland Varnish Co., Ltd., Varnish; Jas. Linton & Co., Boots and Shoes; Poliquin & Gagnon, Shoes; The Rideau Mfg. Co., Jute and Cotton Bags; Scout Shoes, Limited, Boots and Shoes.

Oshawa, Ont.—Robson Leather Co., Ltd. (F. W. Robson, 2nd member).

Ottawa, Ont.—Ontario & Manitoba Flour Mills, Ltd., Flour.

Penetanguishene.—Gidley Carriage Co., Carriages, Wagons, Sleighs.

Port Arthur.—Vigars-Shear Lumber Co., Ltd., Lumber, Sash, Doors.

Sault Ste. Marie.—W. J. Hesson & Co., Planing Mill Products; Northern Foundry & Machine Co., Sawmill Equipment.

St. Johns, Que.—Canadian Trenton Potteries Co., Ltd., Sanitary Pottery, etc.

Sudbury.—The Evans Co., Builders' Supply; Sudbury Construction & Machinery Co., Mining Machinery.

Toronto.—Charles Bush, Limited, Printing. and Litho. Inks; Dominion Graphite Co., Ltd., Graphite; R. D. Fairbairn Co., Ltd. (W. C. Cliff, 2nd member); Goodyear Tire & Rubber Co. of Canada, Ltd. (P. D. Saylor, 2nd).

Walkerville, Ont.—Joseph Dale, Structural Ironwork.
Welland, Ont.—Imperial Manufacturing Co., Harness Hardware.
Winnipeg, Man.—S. A. Campbell, Jewelry.

It also recommended the acceptance of the following resignations, for reasons as shown :—

Business Consolidated or Amalgamated.

Berlin, Ont.—Merchants Rubber Co.
Lindsay, Ont.—Sylvester Mfg. Co., Ltd.
Montreal, Que.—Standard Mills, Limited.
Orillia, Ont.—Tudhope Knox Co., Ltd.
Penetang, Ont.—Shanahan Carriage Co.
Toronto, Ont.—A. Ansley & Co.
Vancouver, B.C.—Henderson Bros., Ltd.
Victoria, B.C.—Pauline & Co.

Business Discontinued or in Liquidation.

Guelph, Ont.—Standard Fittings & Valve Co.
Lindsay, Ont.—Canadian Handle & Wood Turning Co.
Lower Stewiacke, N.S.—Alfred Dickie Lumber Co., Ltd.
Orangeville, Ont.—Hurndall Novelty Furniture Co.
St. Catharines, Ont.—Willson Carbide Co.
St. John, N.B.—Harry W. DeForest.
Toronto, Ont.—Advertising Novelty Mfg. Co.; Dr. T. A. Slocum, Ltd.; Standard Machine & Tool Co.
Vancouver, B.C.—Standard House Building & Contracting Co.

Miscellaneous.

Durham, Ont.—National Portland Cement Co.
Montreal, Que.—La Cie Carriere & Frere, Ltd.; O. Normandin.
Ottawa, Ont.—Geo. Bailey.
Smith's Falls, Ont.—Johnston & McGregor.
Toronto, Ont.—E. R. Burns Saw Co.; A. E. Coates & Co.; Dominion Carriage Co., Ltd. (A. G. Howse, 2nd); T. Eaton Co., Ltd. (H. McGee, 2nd); Imperial Paper Mills Co., Ltd.; Puritan Knitting Mills Co., Ltd.
Winnipeg, Man.—White Star Mfg. Co.

With reference to the application of members in the Ottawa Valley for authority to form a branch, report was made that nothing could be done until a conference as to ways and means had been held with the Finance Committee.

Following the discussion which took place at the Annual Meeting relative to the employment of a permanent Secretary for the Manitoba Branch, the Committee reported that the proposition had since been enlarged so as to provide for the appointment of a Secretary for the whole of the territory between the Great Lakes and the Rocky Mountains. This official should be more than a mere Branch Secretary; he should be the executive officer of the organization for that district and make himself as useful as possible in keeping the Association's principles well to the front, both on the platform and in the press. The Committee advised that such an office, if created, would involve an expenditure of at least $5,000 a year, and stated that they would be prepared to go further into the matter if the Council expressed its approval of the idea in a general way.

The report also stated that instructions had been given the Secretary to gather data for submission to the membership, in the form of a circular letter, regarding an excursion to the West Indies during the coming winter, with an excursion to the Argentine Republic as an alternative proposition.

In moving the adoption of the report, Mr. Gurney stated that the Committee were unanimously in favor of appointing a Western Secretary, provided the right man could be secured. The adoption of the report was seconded by Mr. Roden and carried.

Railway and Transportation.

In the absence of the Chairman of the Committee, the above report was read by the Manager of the Department.

Under the general heading of Express Matters, it stated that:—

(a) Rule 16, relating to conventional weights on light and bulky goods had been re-drafted so as to remove any possible ambiguity in regard thereto. The adjustment effected was entirely satisfactory to shippers.

(b) The application of the express companies for permission to cancel Section (d) of the classification, providing a rate of ½c. per oz., or 8c. per lb. on printed matter, had been refused by the Commission.

(c) The application of the companies for permission to increase the minimum charge on returned empties to 10c. had also been refused.

(d) A ruling had been made by the Board, ordering that all charges on returned empties must be prepaid, unless an agreement had been made with the owner whereby they might be returned charges collect.

(e) Under the order of the Board governing collection and delivery services, amicable agreements had been completed in a number of towns, especially in the West, affixing the limits within which free service would be afforded.

With reference to freight classification, the report referred to the very satisfactory revision of the furniture ratings which had recently been concluded.

Other questions dealt with were as follows:—

Transcontinental Rates.

The reductions in transcontinental rates to the intermountain country, ordered by the Interstate Commerce Commission, reported in the last annual report of the Committee, and which were to have gone into effect November 15th, have been held up, the railways having successfully appealed to the Commerce Court for an injunction. This apparently means that the Supreme Court of the United States will have to decide upon the constitutionality of the Long and Short Haul Clause of the present Interstate Act, and that there is not likely to be any change in these rates, except those voluntarily made by the carriers, for some time to come.

Through Joint Rates.

Some time ago the Canadian Pacific Railway announced through rates from Montreal to points on the Dominion Atlantic Railway. They have just issued a tariff of class rates applying between stations West of Montreal, including stations on connecting lines, to the same territory, effective December 11, 1911.

Negotiations are being carried on by the Department with a view to securing through joint rates between the Grand Trunk and Canadian Northern Ontario Railways, the Canadian Pacific and Canadian Northern Ontario Railways, and the Canadian Pacific and Grand Trunk Railways, East of Port Arthur.

The adoption of the report was moved by Mr. Henry Bertram and seconded by Mr. W. B. Champ and carried.

Industrial Canada.

Mr. C. S. J. Phillips read the report of the joint Commercial Intelligence and Industrial Canada Committee.

It reported a surplus profit for the paper for the three months ending October of $1,854.67.

It recommended the adoption of the following resolution emanating from the Chambre du Commerce, Montreal:—

Standing of Trade Commissioners.

"The increase of our export trade, due to the continual development of our natural resources and the industrial products derived therefrom, make it desirable that the Government should adopt such measures of encouragement and protection as will induce a further extension of the foreign markets.

"Besides the establishment and subsidizing of trade lines between Canada and the different markets with which we have commercial relations, your Committee believe that a most effective measure would be the creation on a larger scale of a system of commercial agencies charged with the promotion of our interests wherever possible.

"Our position as a Colony has up to this time prevented us from accrediting our commercial agents to the foreign Governments. This has accordingly deprived our commerce of a usefulness for which the goodwill of the British Consuls does not in any way compensate, the latter being, on the very testimony of the Boards of Trade of Great Britain, insufficiently informed men on the commercial interests of the British Isles.

"Wherefore, representations should be made by our Canadian Government to the Imperial Government to get its consent, either to recognize the right of the Colonial Governments to themselves accredit their own foreign agents or to widen the scope of its own consular system in such a manner as to include our Colonial representatives by attributing to them exclusively full charge of guarding our own interests."

Coupled with the above, it recommended that the Department of Trade and Commerce should provide for some regular system of inspection of its Commercial Agencies.

With regard to Patent Office reform, the report intimated that an article on this subject would be published in the December number of INDUSTRIAL CANADA, following which members would be invited to send in their views.

The report also dealt with the following subjects:—

Industrial Scholarships.

Following the discussion which took place on this subject at the annual meeting, a committee has been appointed to prepare a scheme for the donation of special prizes in the leading universities, to be awarded for essays on industrial and economic subjects. Your Committee feel that it would be impossible to devote a portion of INDUSTRIAL CANADA'S annual surplus to a more worthy object than that of bringing the universities and the manufacturers of the Dominion closer together and of inclining the best students in these seats of learning towards commercial and industrial pursuits. They hope to have something concrete to lay before the Council at next month's meeting.

Change of Officers.

After several years of efficient service, Mr. D. B. Gillies has resigned his position as Business Manager of INDUSTRIAL CANADA, and your Committee have accepted his resignation with regret. The sound financial position in which the paper finds itself to-day is due in no small degree to Mr. Gillies' splendid efforts in its behalf, and your Committee desire that their appreciation of his work should go on record.

With the approval of the Council, they propose filling the vacancy thus created by the transfer of Mr. F. P. Megan from the editorship to the business managership.

The report was adopted on motion of Messrs. Phillips and Murphy.

Insurance Committee.

The report of the Insurance Committee, presented by Mr. H. W. Fleury, Chairman, who moved its adoption, seconded by Mr. Rowley, was as follows:—

The Insurance Committee, at its first meeting for the year, completed its organization by the election of Mr. H. W. Fleury as Chairman and Mr. Stanley Pettit as Vice-Chairman for the ensuing year.

Mr. John Northway, whose term on the Committee does not expire until 1913, desired to be relieved of his appointment for reasons that the Committee could not very well ignore. His resignation was accepted with regret and, subject to the approval of the Council, Mr. Dwight J. Turner was nominated to fill the vacancy thus created until the annual meeting of 1913.

Quebec Branch and the Water and Fire Protection of the City.

At the request of the Quebec Branch, the Department had obtained from the Canadian Fire Underwriters' Association a report on the condition of the Quebec waterworks and fire appliances in use, together with general recommendations for the improvement of the services, and the information had been transmitted to the Quebec Branch with a view to securing their co-operation in the much needed improvements in both directions. The Canadian Fire Underwriters' Association report that a number of the improvements desired have been carried out and that much credit for the same is due to the Mayor of the city, to the Chairman of the Fire Committee, and to a number of manufacturers in Quebec who, in their personal capacity, have lent what assistance they could.

It is the intention of the Quebec Branch now officially to recognize the desired improvements and the Committee recommend to the Council that they express cordial approval of the undertaking and urge that the fullest effort be made by the Branch in co-operation with the civic authorities to bring the water and fire protection up to the standard required by the Canadian Fire Underwriters' Association.

Provincial Fire Marshals.

The Association in convention last month reaffirmed its approval of the application to the Provincial Government for the appointment of one or more fire marshals for the twofold purpose of examining closely into the causes of fires and inspecting premises so as to reduce the possibility of fire arising, and charged the Insurance Committee with the duty of presenting this resolution at the proper time.

The subject has now been taken up by the Provincial Association of Fire Chiefs, who have appointed a Committee, with the Chief of the Toronto Fire Brigade as chairman, to urge the Government on similar lines.

The Committee understand that the Toronto Board of Trade is to be also invited to adopt a similar action, and Mr. J. F. Ellis has undertaken to bring the matter before that Board.

The Committee, at its first meeting, discussed the subject, and now recommend to the Council that a sub-committee, consisting of Messrs. Pettit, Tindall and Howland, be appointed to act in co-operation with the Association of Fire Chiefs, the Board of Trade, and others, in presenting the views of the Association to the Premier and Government of the Province of Ontario.

It is later hoped to widen the sphere of the Committee's activity by urging the Canada Conservation Commission to take the matter up from a national standpoint, and we are pleased to report that already the Commission has taken pre-

liminary steps to conduct a serious investigation with a view to the promulgation of recommendations on the subject.

Tariff.

The report of the Tariff Committee, read by Mr. Gourlay, reviewed the customs decisions of the month and the special duty regulations that had been issued, as follows:—

Customs Decisions.

Copper Tubing, Annealed.—The process of annealing such tubing is not considered to exclude it from the operation of tariff item 348.

Artificial Silk Yarn, coarser than No. 40, is held to be subject to duty under the terms of tariff item 520.

British Preferential rate .....17½ per cent.
General Tariff rate .....25 per cent.

Cotton Fabric Clippings.—Small irregular clippings of cotton fabrics, as left over in cutting out ladies' dress material and such like, when for use in the manufacture of buffing wheels, are not considered to be rags, but are held to be subject to duty at 17½ per cent. under the General Tariff.

Kapak No. 16, from the Raven Mining Company of Utah, is rated for Customs purposes under tariff item 584 as being asphaltum solid.—Free.

Brass-Covered Iron Tubing.—This tubing, if not over two inches in diameter when imported by manufacturers for use only in their own factories in the manufacture of movable hall racks, mounted on castors or wheels, may be entered free of duty under tariff item 737.

Wood Pulp, imported into the United States.—The Treasury Department has ruled that imported wood pulp, the product of wood cut in part from Crown lands and in part from private lands, the percentage of each must be shown in the sworn statement presented on the entry of the wood pulp.

Special Duty Regulations.

It is ordered that the Special Duty, or Dumping Duty, under the Customs Tariff, 1907, shall not apply in the following cases, viz:—

In respect of iron and steel tubing, threaded and coupled or not, four inches or less in diameter, when the difference between the fair market value and the selling price of such tubing to the importer in Canada does not exceed five per cent. of its fair market value; provided that the whole difference shall be taken into account for special duty purposes when exceeding five per cent;

Provided further that Special Duty, or Dumping Duty, under the Customs Tariff, 1907, shall, without exemption allowance, apply to iron and steel tubing, threaded and coupled or not, over four inches and not exceeding eight inches in diameter, such tubing being of a class or kind made in Canada.

The report further stated that, following the usual practice, the Committee had been enlarged by adding the names of the Charimen of all active Sections.

On motion of Messrs. Gourlay and Firstbrook, the report was received and adopted.

Parliamentary.

Mr. W. B. Tindall, Chairman, reported as follows on behalf of the Parliamentary Committee:—

It was found impossible to hold the regular meeting of the Parliamentary Committee this month, but a special meeting of the Committee was held on the 18th October to deal with the subject of the British Columbia Companies Act. The Secretary of the Vancouver Branch had reported that a Government Commission on Taxation was holding sittings and investigating, amongst other things, the operation of the Companies Act upon extra-provincial corporations carrying on business in British Columbia. Your Committee instructed the Legal Secretary, Mr. Wegenast, to proceed at once to British Columbia and lay before the Commission the views of the Association and look into the question of the desirability and practicability of bringing a test case before the British Columbia Courts upon the validity of the Act.

British Columbia Law.

The Secretary of the Legal Department then submitted the following report of his visit to British Columbia:—

Under instructions from the Parliamentary Committee, I appeared before the Government Commission on Taxation for the Province of British Columbia, at a sitting held in Vancouver on the 6th November, to lay before the Commission the views of the Canadian Manufacturers Association on the operation of the Companies Act upon companies of other provinces carrying on business in British Columbia. I received from the Commission a very cordial and interested hearing. The situation in the Province, however, is such that it is scarcely probable that the Commission will recommend anything more than some minor amendments of the Act.

There is some difference of opinion in the Province itself as to the precise scope and interpretation of the Act, and there is throughout business circles a wide-spread opposition to its remaining in force. The Boards of Trade of various cities in the Province are on record against the Act and there is an Association of Merchandise Brokers which has been formed for the express purpose of securing its abrogation. This Association is prepared to co-operate with our Association in having the Act removed oy any means available. So far as I can see there would be no opposition on the part of any of the business interests of the Province or the members of our own Branch to our taking vigorous action. The members of the Taxation Commission itself suggested the idea of having the Act tested in the Courts instead of having it amended.

At the instance of the President and Secretary of the Merchandise Brokers' Association I had a consultation with their solicitor, Mr. C. M. Woodworth as to the practicability of bringing a test case, and I also had consultations with my agents, Messrs. Wilson & Jamieson and with Sir Charles Tupper of Tupper & Griffin, all of whom concur in advising a test case to be both practicable and advisable. I also made tentative arrangements with the officers of the Merchandise Brokers' Association for the conduct of a case if it should be thought advisable to proceed.

A motion to adopt both the above reports was carried.

Branches.

The Reports of the Montreal and Toronto Branches were ordered to be printed in INDUSTRIAL CANADA.

Workmen's Compensation.

Mr. P. W. Ellis on behalf of the special committee appointed to consider the question of Workmen's Compensation stated that two meetings had been held. It was found that the Association had to appear before the Commission earlier than was expected. They had had one hearing, chiefly for the purpose of asking for more time to formulate their ideas and that while no definite postponement had been agreed to, it was anticipated that ample time would be allowed the Association to make up its official mind.

On behalf of the Committee, he asked the consent of the Council to state the Association's case to the Commission without further reference to the Council.

In further explanation, Mr. Ellis stated that a great deal of data had been collected by the Legal Secretary, and that the committee, acting on same, were now getting down to a clear-cut definition of the Association's position. He stated that they were hopeful of being able to arrange a conference with the labor leaders so that they could go before the Commission and present a joint report.

Consent was given on motion of Messrs. Rowley and Roden.

Extra-Provincial Legislation.

In reply to a question in reference to the British Columbia Companies Act, Mr. Tindall stated that the Committee had been given authority some months ago to proceed with a test case, but had never acted upon the authority, pending an opportunity to make use of a case where the points at issue were clearly defined.

Election of Officers.

On motion of Mr. John Firstbrook, seconded by Mr. Stewart, Messrs. J. S. McKinnon, F. A. Rolph and G. F. Beer were appointed a Finance Committee for the ensuing year.

Owing to the fact that in December the third Thursday came so close to Christmas, it was decided on motion of Messrs. Firstbrook and Roden, that the Council should meet on the second Thursday, making it December 14th, instead of December 21st.

The meeting then adjourned.

REPORT OF TORONTO BRANCH.

The first meeting of the new Executive Committee of the Toronto Branch was held in the Association offices on November 9th, with a large attendance of members.

The Municipal Legislation Committee reported on the proposed change in water rates in the city. A special committee of the city council has been working on this question all year and there was at first an inclination to lower the general rate by assessing the manufacturers more. In order that the Branch might be in possession of accurate data, an accountant was employed to go over the books of the waterworks department at the City Hall and to report. This report showed that there was no necessity for an increase in rates and the whole question has been put over to next year. The Branch was represented at all meetings of the Committee.

The representatives of the Branch on the Y.M.C.A. Commission to investigate the question of technical education in Toronto, presented a report which had been approved of by all representatives. INDUSTRIAL CANADA has been asked to publish this in the December issue.

The Problem of Housing the Citizens in the congested districts has been taken up in Toronto by Dr. Hastings, the Medical Health Officer. He has suggested the appointment of a strong committee of citizens to deal with the question. The Toronto Branch have appointed three representatives to act on that Committee. The Branch feel that this is a question of urgent importance at the present time and one in which the members should take a lively interest.

Reports were also received from the Committee which had charge of the Convention arrangements, who reported a balance after the payment of all accounts; and from the Branch's representatives on the Toronto Exhibition Board.

Sub-committees have been appointed with Mr. A. F. Park as Chairman of the Municipal Legislation Committee, Mr. Sam. Harris as Chairman of the Entertainment Committee and Mr. J. S. McKinnon as Chairman of the Technical Education Committee.

REPORT OF MONTREAL BRANCH.

The most important event of the month in the Branch was the conference between a deputation representing the Montreal Branch and the various Boards of Trade of the Province of Quebec, with the Premier and Treasurer of the Province of Quebec, at which demand was made for the abolition of the tax on commercial corporations. It is probable that some action will follow the representations which were made, though the Ministers stated that the entire abolition of the tax could not be considered. A full report of this important conference will appear in the December number of INDUSTRIAL CANADA.

The Quarterly meeting of the Branch was held on October 24th and was very successful. A report submitted by the Secretary was discussed and then an excellent address was delivered by Mr. H. B. Ames, M.P., on the New Protection in Australia. Following the address the meeting was thrown open for general discussion, and several members took occasion to express their opinion on the statements outlined by Mr. Ames.

The boot and shoe manufacturers in Montreal have organized as the Montreal Boot & Shoe Section of the Canadian Manufacturers Association. They have adopted a set of by-laws and elected their officers as follows,—Chairman, Joseph Daoust; Vice-Chairman, C. F. Smith; Secretary, H. T. Meldrum; Executive Committee,—Walter Smardon, Geo. A. Slater, and Raoul Lanthier. At the last meeting of the Executive Committee the formation of this Section was formally approved. The section is already working actively.

In the latter part of October a circular was issued to all the Montreal members who are joint stock companies advising them of the procedure necessary to have their names put on the City's Voting List in order to have a voice in the approaching Municipal elections. The members generally have evinced eagerness to take advantage of this.

The Montreal Executive Committee is in communication with the Montreal Citizens' Association relative to co-operating to bring about certain reforms in the City's administration.

The Quebec Legislature opens session on January 9th, and the Branch Legislation Committee is considering what legislation should be brought forward at this session and will report on the same to the next meeting of the Executive.

On November 14th a deputation representing the Montreal Branch, Montreal Board of Trade, La Chambre de Commerce and the Builders' Exchange, again interviewed the Board of Control in regard to the establishment of an Industrial Bureau, with result that the Controllers promised to take personal charge of any enquiries regarding the city which might be directed to them and then, if their experience showed the need of a special Commissioner, they would without further delay recommend the Council to make the appointment. This was declared satisfactory by the members of the deputation. The Branch was represented by the Chairman, Mr. J. H. Sherrard and the Secretary.

OPENING FOR BREAKFAST FOODS.

There is an increasing demand in Great Britain for cereal breakfast foods, such as prepared oats, wheat kernels, barley crisps, shredded wheat, etc. Canadian firms are invited to forward samples which will be placed before probable purchasers in the Midland counties. In placing these foods upon the market much money has to be expended on advertisements, and this initial cost seems to deter many Canadian millers. The alternate process of introducing the preparation by means of salesmen's introductions over the counter is a slow and tedious one; but certainly not without satisfactory results.

PATENT BRANCH AT OTTAWA INADEQUATE

By Mr. J. E. Maybee

An Insufficiency of Expert Assistance Makes a Thorough Examination of Applications for Patents Impossible. Canadian Patents Worthless Until Tested in Courts. Surplus Earnings Should go Towards Improvements.

THERE are three principal systems in use in the Patent Offices of the world, viz., the full examination system, of which the U. S. and German Patent Offices give us the best examples, the partial examination system such as in Great Britain, where the examination covers only British patents for 50 years back, and the system of issuing patents without any examination except as to the adequacy of the specifications and drawings, such as found in the French and various other Patent Offices.

Provided a thorough and careful examination be given the examination system is undoubtedly the best, as the inventor has some reasonable guarantee when a patent is issued that he is in possession of a patent good as regards the subject matter of the allowed claims. If a patent be issued without examination it requires either a lawsuit or extensive and expensive searches to determine whether the subject matter of the patent be old or new. Naturally a Government institution, provided with adequate machinery, is in a much better position to make a careful and thorough investigation of the state of the art relating to the particular application at a reasonable cost, than the inventor himself, assisted as he must be, by practised patent solicitors.

In Canada we have adopted the examination system, but till comparatively recently its operation has been little more than a farce. It goes without saying that, unless the examination be thorough and exhaustive, it is worse than useless and money spent in having it made is absolutely thrown away.

An Inadequate Staff.

For many years it was a common saying that anything would pass the Canadian Patent Office. Within the last few years an attempt has been made to increase the office staff, to provide it with better machinery for doing its work, and to have the work done in a more thorough and careful manner. Unfortunately the staff employed is inadequate to make thorough and careful examinations, and, at the same time, keep up with the work as it comes in. This appears to be particularly the case with some classes of applications, in which an application may lie anywhere from four to twelve months in the office, before reaching the Examiner for an action on its merits. Not only does great delay frequently occur in taking up cases for examination, but it is certain that even in the less crowded classes the work is not yet done with that thoroughness which would make it worth while.

It seems to be an understood thing in many of the Departments of the Canadian Government that efficiency of work and the proper serving of the public are the ends to be aimed at rather than the accumulation of a surplus. Why should this not be so in the Patent Office? Here is a Department in which the net profits have always been largely in excess of the expenses, often, indeed, twice as great. Would not any ordinary business man consider that he was justified, when making profits of 137 per cent., in running up a larger expense account for the purpose of increasing the efficiency of his business and thus better satisfying his customers?

The trouble seems to be that the Patent Office reform affects a comparatively limited section of the community, and it is very difficult indeed to make the Government see the necessity of reform unless it is brought to their attention by an extensive agitation.

No Surety in Patents.

In Canada, in the year ending March 31st, 1910, there were only 1198 Canadian patents taken out by Canadian inventors, and a large number of these were possibly not aware that their interests had been, or might have been, prejudiced by the inefficiency of the Patent Office. Even manufacturers who are manufacturing under patents, or using patented machinery, are not always aware to what extent their interests have been prejudiced until they perhaps become involved in a law suit and then they find out their patents are valueless. It is, perhaps, needless to say that the interests of the inventor and manufacturer are intimately connected, and that the material interests of the country demand that every encouragement and protection be given the inventor.

The following statistics will indicate very clearly how our Canadian Patent Office is being starved, and how much work our Examiners are expected to do. They also show that Canada might easily double its expenditure and still have a substantial surplus.

Canadian Patent Office Statistics for the Year ending March 31, 1910, contrasted with U. S. Patent Office Statistics for the year ending Dec. 31st, 1910.

	Canada	United States
Total receipts	$194,571 54	$2,025,536 69
Total expenditure	82,000 00	2,005,711 94
Surplus	112,571 54	19,824 75
Percentage of profit to exp.	137%	1% nearly
Patents issued	7,223	35,807
Patents applied for	7,789	64,629
Patents rejected	566	28,822
Examiners	15	380
Applications per examiner	519	170
Proportion Can. patents to U.S. as	1	4-9
Proportion Can. applications to U.S. as	1	8-3

The U. S. Office also examines designs, trade marks, labels and prints, so that the total number of examinable applications of all kinds handled in each office was:

	Canada	United States
	7,789	73,434
Expenditure of each patent office outside printing of patents and gazettes	$64,000 00	$1,427,449 00
Expenditure per application	$8 21	$19 45

(Statistics compiled from "Report of Minister of Agricul-

ture," published 1910, and "Annual Report of the Commissioner of Patents," Washington, 1910.)

An Insufficient Staff.

The above statistics show clearly that our Canadian examiners have a much larger number of applications to examine per year than the U. S. examiners, but this is not the whole trouble. The small number of examiners means further that each examiner has to examine a much larger number of classes of invention. Now an examiner who has charge of only a few classes may by diligence become pretty thoroughly acquainted with the state of the art relating to each so that when an application comes before him he knows almost at once to what extent it is new or old and where to go to lay his hand on references. It is, however, quite impossible for an examiner to acquire the same facility in a large number of classes and his work is much impeded in consequence.

The figures given above show that the Canadian offices spend approximately $8.21 in examining an application, while the U. S. Government spends $19.45.

As a contrast between the two Patent Offices it may be noted that the Commissioner of Patents at Washington in his yearly reports is always asking for increased accommodation and increase in staff to cope properly with the work of the office. We do not notice anything of this kind in the reports of the Department of Agriculture. The tendency there has been rather to hold up the large surplus as being one of the most satisfactory items in the report, as though the object of the Patent Office was to serve as a milch cow for the Government.

Another point worth noting is the small proportion the rejected applications in Canada bear to the issued patents, being 566 to 7,223 in Canada, and 15,013 to 24,660 in the U. S. From this one would gather that the examinations in Canada are not very efficiently performed. The discrepancy, however, is not entirely due to this, as by far the larger number of applicants for Canadian patents are residents of the U. S. who very frequently first obtain a U. S. patent, and then, when this has been allowed, apply for a Canadian patent. This practically assures the allowance of the Canadian application. After making this deduction, it would still appear that patents are allowed in Canada which would not be granted if the examination were more thorough. There is only one conclusion that can be arrived at, and that is, that the number of examiners in Canada must be considerably increased, also that great care must be taken to see that only those are employed who are equipped with a sufficient mental training and the required knowledge to perform their duty satisfactorily and that the salaries must be adequate to attract and retain good men.

Efficiency Requisite.

While it is urgently necessary that more money be expended on the Patent Office, yet it must be expended intelligently as it would be quite easy to waste a large amount of money without greatly increasing the value of the service.

I do not wish to be understood as advocating as large an expenditure per application as appears necessary in the U. S. as it appears probable that the Office could be made reasonably efficient for much less.

It is also advisable that the printing of patents be proceeded with as soon as possible, not only for the convenience of the public, but also for the convenience of the Office. The possession of accurately arranged portfolios of printed specifications and drawings would enable the examiners to make their searches as to novelty much more expeditiously and accurately than is now possible. This has already been urged on the Office and if the present first fee of $20.00 is insufficient to cover the increased cost, few inventors would object to a $25.00 fee provided the vexatious 2nd and 3rd term fees of $20.00 each were done away with.

Various recommendations for Patent Office and Patent Act reform have been made at different times by this Association and I trust that renewed representations will induce our new Government to act in this matter.

DEVELOPING TIMBER WEALTH.

An interview with an engineer given recently in a western paper to the effect that there is abundant timber on the line of the Hudson Bay Railway is an illustration of the misapprehension in regard to this matter that exists in the public mind. Because there are large areas of land in the north on which there is timber of some kind, the conclusion is reached that it is all of present value and that the country has an unlimited supply. As a matter of fact, a careful inspection of the timber along the line of the Hudson Bay Railway made in the years 1910 and 1911 by the Forestry Branch of the Department of the Interior shows that there is not enough mature timber along the line of that railway to build the road. There are no prairie districts of any extent along the route, there are trees everywhere, but owing to repeated fires the forest is, except on the merest fraction of the area, too small for commercial purposes, and unless it can be protected from fire until it reaches maturity will never be of any use to the country. Explorations in other parts of the northern forested districts tell the same tale. Everywhere fire has worked havoc and the forest is a mere wreck of what it might have been if fires could be prevented. And unless adequate measures are taken now to protect the young and immature forests which form the major part of the stand, the outlook for the future is none too good.

If the northern forests are to continue to be a permanent source of wealth to the country, it is absolutely necessary that the fire-ranging system should be extended and that proper methods of management of the forest should be applied, and public education to the value of the forest is even more necessary.

In Sweden, which has large extents of northern forest, practically uninhabited, similar to those in northern Canada, the fire danger has been about eliminated in such districts mainly by educating her people to the value of the forests.

WHEN THE PANAMA CANAL OPENS.

Will Victoria be able to take advantage of the business which will come when the Panama Canal is completed, is being asked by the newspapers of that city. The asking of the question indicates that the time is approaching when the great work will be completed, a work which has appealed to engineers and statesmen for so many generations. For so long we have been accustomed to thinking of the Panama Canal as a work which had failed or as an enterprise whose completion was for the future, that it comes as a shock to have western cities urging forward work on harbors and docks in order that they may be ready to accept the business that will originate with that new waterway. It is already reported that leading steamship companies, both on the eastern coast of North America and in Europe, are arranging for a service to the west coast of the continent. Six thousand miles will be saved from New York to San Francisco by Panama in preference to the long trip by Cape Horn. The world is moving fast in transportation matters as in other things.

COMPANY TAXATION IN QUEBEC

Discrimination Against Incorporated Companies. Strong Deputation Protest Against Unfair Incidence of Taxation. An Unjust Burden on Industry.

AN important conference took place on November 3rd at the Provincial Government Offices in Montreal when the representatives of the commercial interests of the Province of Quebec made representations to the Premier, Sir Lomer Gouin, and the Provincial Treasurer, Hon. P. S. G. Mackenzie, relative to the Commercial Corporations Tax Act.

The deputation demanded the abolition, or at least the reduction, of this tax, which they claim was onerous, discriminatory, and calculated to work injury to the industrial prosperity of the Province of Quebec.

Whether these representations will be of effect is yet to be known. Neither Sir Lomer Gouin nor Hon. Mr. Mackenzie endeavored to justify the tax as a fair one, but they simply pointed out large expenditures which the public interest demanded should be carried on, and showed that the Province could ill afford the loss of any revenue whatever.

However, in the general discussion which followed the presentation of memorials and the replies by the Ministers, it was urged by some speakers that the tax might be distributed over all classes of companies, which would at least remove the discriminatory feature. This plan was favorably regarded by the Ministers, and the Provincial Treasurer promised that an endeavor to work out a plan along these lines would be made.



Lieut.-Col. Smart, Vice-Chairman of the Montreal Branch, C.M.A.; Lieut.-Col. Labelle, Vice-Chairman of La Chambre de Commerce; Lieut.-Col. Burland, President of the Board of Trade; and Mr H. T. Meldrum, Secretary of the Montreal Branch, C.M.A., who headed a deputation which waited on the Quebec Government in reference to the Corporations Tax Act.

The deputation was headed by the delegates of the Montreal Branch of the Canadian Manufacturers' Association, Lieut.-Col. C. A. Smart, Vice-Chairman, Messrs. N. Curry, Hon. A. Desjardins, Lieut.-Col. Robert Gardner and H. T. Meldrum, Secretary. The Montreal Board of Trade representatives included Lieut.-Colonel J. H. Burland and Mr. C. B. Gordon — those of the Montreal Chambre de Commerce, Lieut.-Col. A. E. Labelle, and of the Builders' Exchange, Messrs. Wm. Rutherford and Joseph Brunet. The Sorel Chambre de Commerce was represented by Messrs. A. E. and F. T. Pontbriand. The St. Johns and Levis Boards of Trade were represented by delegates, while Mr. H. T. Meldrum, Secretary of the Branch, presented memorials on behalf of the Boards of Trade of Sherbrooke, Lachute and Granby, and les Chambres de Commerce of St. Francois, Quebec, Roueville, Joliette, St. Jerome, Fraserville, Rimouski and Trois-Rivieres.

Discrimination Against Incorporated Companies.

The deputation was introduced by Dr. J. T. Finnie, M.L.A., and was accompanied by Messrs. Godfrey Langlois, C. E. Gault, M. G. Walsh and Arthur Plante, M.L.A.'s.

Lieut.-Col. Smart was the chief spokesman for the deputation. In an exhaustive argument he set forth the reasons why the commercial interests of Quebec demanded the abolition of the tax on commercial corporations. He pointed out the unreasonableness of imposing a heavy tax on companies simply because they were incorporated. He said:

"The fact that these co-operative manufacturing enterprises assume the form of corporations does not alter their underlying economic character. Their success is dependent entirely upon individual industry and enterprise, and their operations are conducted under conditions of keenest competition. Upon their success depends the livelihood and welfare not only of the men or group of men constituting the 'entrepreneur,' but also of the workmen engaged in the industry. Both the 'entrepreneur' and the workmen associated with him are in their individual capacity directly subject to the same system of taxation as other individuals engaged in operations conducted along the non-co-operative and non-incorporated lines, and the property employed in the industry is subject, in the hands of the corporation, to like taxation as other property in the community."

No Encouragement to Manufacturers.

Continuing, Col. Smart declared that Quebec was the only Province in Canada which did not offer fiscal encouragement to manufacturing corporations. A franchise tax had been imposed of one-tenth of one per cent. of the capital, and this tax in 1906 had been increased to one-eighth of one per cent. The impost had been declared to be a temporary one, to be removed when the Federal subsidy was increased; the Federal subsidy had been increased; the Provincial Government had been declaring surpluses of approximately $1,000,000 each year, and still there had been no reduction in the tax. It was pointed out that the increase on the cost of production of his goods places the Quebec manufacturer in a disadvantageous position as compared with his competitors of the other provinces. The peculiar terms of the Act provided a heavier proportion of taxation on local manufacturing companies, which did an inter-provincial business, than on the branch establishments of companies whose head offices were in other provinces or other countries.

"The Province of Quebec," said the speaker, "is by nature fitted to become the great industrial clearing house for the whole of Canada, but modern commercial competition is very keen. The other provinces of the Dominion are vieing with each other in pressing the development of their industries, and there can be no doubt that the maintenance of the Franchise Tax, added to the fiscal burdens already borne by the manufacturing industry will militate against the industrial development of our province.

"We believe that in asking for the entire abolition of the Franchise Tax upon manufacturing corporations, and the placing of the manufacturing industries of each province on the same basis in this respect as in the other provinces of Canada, we are supported by the general weight of public opinion throughout the province; we bring to you to-day the evidence of the hearty endorsation of the business men of all the important cities and towns of the province.

"We feel assured that all classes of citizens would applaud the decision of your Government to establish a more equitable taxation. We ask nothing more than justice in the shape of the removal of a burdensome and discriminatory tax.

Accept Share of Burden of Taxation.

"We are quite willing to take our full share of the burden of the cost of Government. When the finances of the province fell into a bad state, we were asked to take up a burden of rebuilding the provincial credit; and we did not refuse. That rehabilitation has now been completed; large plans for improving the educational facilities are being carried forward; the betterment of roads in the rural districts received liberal encouragement from your Government; and we believe that your work along these lines is worthy of the highest praise. Despite these extraordinary expenditures, you, Mr. Treasurer, are enabled to announce large surpluses each year. We, therefore, have the satisfaction of feeling that in doing justice to us by the removal of this onerous tax, your Government would be under no necessity to lessen the expenditure for any department of the public service."

In conclusion, the speaker submitted figures showing that in the other provinces the initial licensing fees in no case reach a sum one-fourth as great as the annual tax imposed in the Province of Quebec.

A number of the delegates of the other organizations represented spoke in endorsement of Colonel Smart's argument, and presented memorials. The Premier and the Provincial Treasurer then replied.

Reply of Government.

Sir Lomer Gouin declared that the Government would gladly reduce the tax if it were possible, but in view of the increasing demands upon the Provincial Treasury, a reduction in the revenue could not be considered. To satisfy public need, a progressive policy in regard to technical education and to good roads had been inaugurated; large capital expenditure had been undertaken in the establishment of technical schools in Quebec and Montreal, while $400,000 had been spent in improving the public highways in the province during the past year. The cause of primary education was also crying out for increased expenditure.

Speaking of the comparison which had been made with the Province of Ontario, with regard to company taxes, Sir Lomer Gouin pointed out that many of the expenditures borne in Quebec by the Provincial Government were, in Ontario, borne by the municipalities, and, were the Ontario system in vogue in Quebec, the companies might pay less to the province, but they would have to pay more to the municipalities.

Hon. Mr. Mackenzie discussed the matter of surpluses, declaring that the money thus accumulated was being used to reduce the capital debt of the province, and declaring that $350.00 per annum, which was collected from commercial corporations under this tax act, was necessary to enable the Government to carry out its plans of progress.

Colonel J. H. Burland, Colonel C. A. Smart and Mr. C. B. Gordon spoke again on the discriminatory nature of the tax, and the suggestion was made that the tax be distributed over all classes of business. This suggestion was favorably received by the Ministers. Hon. Mr. Mackenzie promised to endeavor to meet the wishes of the delegation if a plan could be devised whereby the tax could be reduced, but the same total of revenue maintained.

The memorial presented on behalf of the Canadian Manufacturers' Association was as follows :—

The Montreal Branch of the Canadian Manufacturers Association, herein acting by the undersigned, would respectfully petition as follows:

That, the manufacturers with the other commercial interests of this Province are laboring under a serious disability as compared with their competitors of the other provinces of Canada, by reason of the Quebec Commercial Corporations Tax Act, which imposes an annual levy of one-eighth of one per cent. upon the paid-up capital of every commercial and industrial corporation doing business in this Province. In this Act, Quebec alone of all the provinces of Canada has departed from the universally recognized policy of encouraging the formation of incorporated companies for manufacturing purposes. The manufacturer of this Province is handicapped by the addition which this tax places on the cost of production of his goods, which are sold largely in competition with the goods of manufacturers of other provinces. Further, the result of the maintenance of the tax must inevitably be to discourage the establishment in the Province of new manufacturing industries.

That also, the Quebec Commercial Corporations Tax Act tends to discriminate against companies whose chief office is in this Province as compared with companies whose chief place of business is without the Province. That is to say, companies with their chief place of business without the Province pay a tax only on the portion of their capital employed within the Province; while companies with their chief place of business within the Province and with the major part of their investment within the Province are obliged to pay on the basis of the total of paid-up capital, although a large portion of that capital may be employed in branches outside the Province. Not only does this feature of the Act constitute a discrimination against our own domestic companies, but it is an obstacle in the way of companies establishing their chief place of business in the Province, and an inducement to companies already established here to move their chief place of business outside the Province.

The wide extent usually covered by the market in which a Canadian manufacturer sells his goods, and the convenient facilities for transportation, place the portions of Eastern Canada on a basis nearly equal from the standpoint of facility in conducting manufacturing operations, and a very small margin may turn the scale against any particular locality. The other provinces of the Dominion are vieing with each other in pressing the development of their industries; and there can be no doubt but that the maintenance of this franchise tax, added to the already heavy fiscal burdens borne by the manufacturing industry, will militate against the industrial development of our Province.

Wherefore your petitioners would earnestly pray that your Government should take immediate steps to mitigate this burden by the abolition of the franchise tax upon manufacturing corporations and the placing of the manufacturing industries of each province on the same basis in this respect.

MEN AND EVENTS

CITY TRANSPORTATION.

INCREASE in population is not without its inconveniences. Toronto is finding that out now. The great problem to be contended with is that of getting the suburbanites down town in a reasonable time. The Street Railway Company won't extend their lines,—at least under the conditions imposed by the city,—and the city boundaries continue to be pressed back. It is the case of a city growing faster than the facilities for handling the citizens. We reproduce herewith photographs of the city's effort to meet the difficulty by the construction of municipal car lines. Mayor Geary is shown driving the first spike. He and Alderman Chisholm are also shown inspecting the work from the front of one of the city's own engines. The civic lines are being constructed on the east and north of the city, and will be operated under some arrangement with the company's lines. No basis for operation has yet been adopted. While the three systems are now more or less advanced, that of the privately owned and operated lines, the lines which have been laid by the city and which are being operated by the Company, and the new lines which will be owned and operated by the city, still another scheme is up for consideration, that of the underground tubes. Surely, transportation is a big problem.



Mayor Geary Driving the First Spike

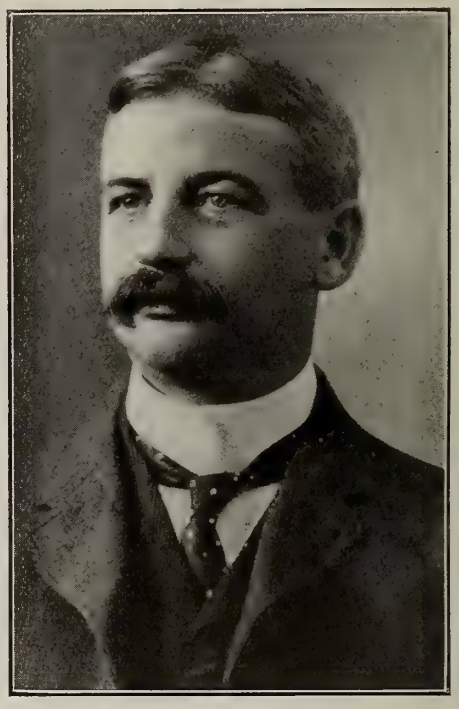


Mayor Geary Inspecting the Line

CANADIAN FORESTRY ASSOCIATION WILL MEET.

ARRANGEMENTS are now rapidly approaching completion for the next annual meeting and convention of the Canadian Forestry Association at Ottawa, February 7th and 8th, 1912. The aim of the President, Mr. George Y. Chown, of Kingston, and the Directors, is to make this the most practical convention so far held, and this effort will be furthered by the fact that, by arrangements made some months ago, this meeting takes place at the same place and immediately following the meeting of the Canadian Lumbermen's Association, of which Lt.-Col. J. B. Miller, of Toronto, is President.

Both organizations are arranging to have a good representation of their members present, and practical matters regarding what can be done in Canada to really protect the timber areas and to provide a supply of timber perpetually coming on, while at the same time keeping protective forests at the headwaters of rivers, will be discussed.



Mr. G. Y. Chown, President of the Canadian Forestry Association

The members will fraternize in a joint banquet on the exening of February 7. Distinguished men and authorities on forestry, both from Canada and the United States, have promised to attend. There will be special railway rates, and an effective convention is expected. Mr. James Lawler, Secretary of the Canadian Forestry Association, Ottawa, and Mr. Frank Hawkins, Secretary of the Canadian Lumbermen's Association, Ottawa, are in charge of the details, and will give further information.

PROMOTIONS ON GRAND TRUNK RAILWAY.

SEVERAL promotions in the Traffic Department of the Grand Trunk Railway have followed the retirement of Mr. J. W. Loud, formerly Freight Traffic Manager, and the appointment of Mr. John Pullen, Assistant Freight Traffic Manager, to the Presidency of the Canadian Express Company. The honor list is as follows :—

J. E. Dalrymple, Vice-President in charge of traffic. Mr. Dalrymple has also been appointed Vice-President of the Central Vermont Railroad in charge of traffic, and also fourth Vice-President of the Grand Trunk Pacific Railway in charge of traffic. He was formerly Assistant Freight Traffic Manager, Grand Trunk Pacific Railway, Winnipeg.



New C. P. R. Office Building to be Erected in Toronto

C. A. Hayes, Freight Traffic Manager. Formerly General Freight Agent.

Robt. L. Burnap, Assistant Freight Traffic Manager, Chicago. Formerly Assistant General Freight Agent there.

H. C. Martin, General Freight Agent. Formerly of Chicago.

Frank J. Watson, Assistant General Freight Agent, Montreal. Formerly Division Freight Agent there.

G. F. Pettigrew, Division Freight Agent, Montreal. Formerly Division Freight Agent, Stratford.



Mr. J. E. Dalrymple, who has been Appointed Vice-President of the Grand Trunk Railway in Charge of Traffic.

A. F. Read, General Foreign Freight Agent, Montreal. Formerly Foreign Freight Agent.

R. J. S. Weatherston, Division Freight Agent, Stratford.



Mr. John Pullen, Appointed President of the Canadian Express Company.

C. M. Hays, formerly President of the Canadian Express Company, has been elected Chairman of the Board of Directors.

ONTARIO'S LUMBER CUT.

ONTARIO still produces a little over one-third of the quantity of the lumber cut annually in Canada, but its annual cut, while increasing, is increasing more slowly each year. Ontario's 1909 cut was 17 per cent. greater than in 1908; its 1910 cut was only 7.5 per cent. more than in 1909. The Forestry Branch of the Department of the Interior has compiled statistics showing that 1,642,191,000 feet of lumber worth $30,011,000 was cut in Ontario during 1910, but that British Columbia will be Canada's premier lumber province in a short time. The diversified forests of Ontario have enabled this province to hold its supremacy up to the present, as illustrated in 1910, when the chief cut of seventeen species came from Ontario. White pine to the value of $17,743,074 came from Ontario forests and formed 85 per cent. of Canada's white pine cut. Nearly half of the hemlock cut in Canada in 1910 was cut in Ontario, as was over 90 per cent. of the red pine. Ontario has contributed over 70 per cent. of the hardwoods. Of the total made up by 23 species cut in Ontario, over one-half was white pine. Red pine contributed 10 per cent., hemlock 12 per cent., leaving 25 per cent. to be equally divided among the hardwoods and less important conifers. To arrive at the correct amount cut by lumber mills in Ontario in 1910, there must be added to the above lumber cut 1,976,000,000 shingles worth $3,557,211, and 851,953,000 lath worth $1,943,544.

INCREASING THE INDIVIDUAL OUTPUT.

A FIRST-CLASS man can, in most cases, do from two to four times as much as is done on the average. This enormous difference exists in all the trades and branches of labor investigated, from pick-and-shovel men all the way up the scale to machinists and other skilled workmen. The multiplied output was not the product of a spurt or a period of over-exertion; it was simply what a good man could keep up for a long period of years without injury to his health, become happier and thrive under." This is the statement of a leader in the efficiency movement which has been inaugurated in many United States factories and in some Canadian plants. In a book just issued by the Macmillan Company of Canada, entitled, "Increasing Human Efficiency in Business," Walter Scott Dill sets out to explain the psychical principles upon which human efficiency is based. He points out that the past generation has been devoted largely to an improvement of processes and machinery; that the human factor has to a very considerable extent been neglected. He then takes the proven statements of such men as F. W. Taylor, quoted above, as to the capacity of workmen for improvement, and he shows along what line the rocess of raising the efficiency standard must follow. The book before us differs from all books we have seen dealing with what has become know as efficiency engineering. Previous writers have dealt with the physical side, the elimination of delays, the devising of more economical processes, the better organization of shops. Mr. Scott takes a new course. He deals exclusively with motives. Loyalty to their employer will cause a staff of workmen to make extraordinary exertions. Therefore, human efficiency is increased by developing that spirit. So the effect of wages systems, of concentration, of relaxation, and a dozen other elementary motives is examined. The result is a readable book which cannot be other than stimulating and instructive to employers. ("Increasing Human Efficiency in Business," by Walter Dill Scott; Published by The Macmillan Co. of Canada. Price, $1.25.)

WIRE GOODS CATALOGUE.

The Canada Wire and Iron Goods Company, Hamilton, Ont., have issued a complete catalogue of the goods they manufacture. The catalogue is amply illustrated and contains complete descriptions and price lists.



Maple Leaf Milling Co's. New Mill Recently Opened at Port Colborne

SOME REQUIREMENTS FOR TECHNICAL EDUCATION IN TORONTO

Report of a Commission on Which the Toronto Branch of the Canadian Manufacturers Association was Represented in Reference to Industrial Training for Boys and Young Men.

The decision of the Young Men's Christian Associations to re-house the organization in Toronto led naturally to the consideration of the services to be rendered the community in the new buildings. The Educational Committees of the City Associations knew that, while the Associations had not neglected their opportunities as supplementary educational agencies, they had not achieved such results as were achieved in larger cities of the United States.

At a joint meeting of the Committees, held February 22, 1910, it was decided to make inquiry into the educational needs of the young men and boys of the city, and into the educational agencies which were active in meeting these needs, and thus determine the future field of activity of the Associations.

At a subsequent meeting, held March 22, 1910, to which the Board of Education of Toronto, on invitation, sent representatives, it was decided to invite the Board of Trade, the Toronto Branch of the Canadian Manufacturers' Association, and the Trades and Labor Council to co-operate with the Young Men's Christian Association in a Commission of Inquiry. The invitation was accepted and ultimately the Commission was appointed and constituted as follows:—

Dr. William Pakenham, Dean of the Faculty of Education of the University of Toronto, Chairman.

Frederick Bancroft, representing the Trades and Labor Council.

Rhys D. Fairbairn, representing the Board of Trade.

George A. Howell, representing the Canadian Manufacturers' Association.

Robert H. Verity, General Superintendent of the Massey-Harris Company.

Edward Jenkins, Educational Secretary of the Central Branch of the Young Men's Christian Association, Executive Secretary.

The duties of the Commission were defined as follows:—

"The Commission shall inquire into and report upon the conditions and requirements of commercial and industrial education, particularly of the boys and young men in the City of Toronto, and upon how these needs may be met. The Commission shall also indicate how the Young Men's Christian Association may co-operate in providing for such educational needs."

II.

EDUCATIONAL NEEDS OF THE COMMERCIAL AND INDUSTRIAL CLASSES.

Classification of Commercial Workers.

Acting under the definition of its duties, the Commission confined its attention to two classes of the community, namely the commercial class and the industrial class. The commercial class is here taken to include those engaged in financial houses, such as banks, insurance companies, loan and bond offices, trust companies, etc., and in wholesale and retail businesses. From another point of view, it includes those engaged in secretarial and accountancy duties and in the duties of salesmanship.

Essentials of Success in First Class of Commercial Workers.

Of the young men in secretarial and accountancy positions, practically none come from the United States or the Continent, of Europe; some come from Great Britain, very many are from the towns and villages of Ontario, but the majority are Toronto bred. They enter offices at sixteen to eighteen years of age, after completing a year or two in a High School or in a business college. The first requisites of success in offices —health, character, intelligence, manners—are the products of a complex of forces which are summed up in heredity and environment. The schools are one of these forces and must find, and do find, here their chief function. The Young Men's Christian Association is another of these forces and it also should find here its chief function. The second requisites are the fundamental processes in all learning—reading, writing, arithmetic, spelling, composition and geography. These are the products of the schools. The evidence submitted to the Commission was unanimous in maintaining that the handwriting of many applicants for posts in offices is not good, that they do not spell well, that, though not ignorant of arithmetical processes, they are inaccurate and slow in calculation, that they cannot write a letter in good English, and that they are not familiar with the geography of their own and other lands. The evidence did not go on to show that the native applicants are ill-equipped as compared with the applicants of a generation ago. Nor did the evidence show that the elementary schools of Toronto are inefficient. Quite the contrary. Modern conditions were creating a new situation. The office now demands more, much more, from the applicant. Posts are so numerous as to appeal to classes of applicants who thirty years ago were outside the pale of recognition by the office. Immigration and the movement from rural Ontario to Toronto are changing the personnel of the applicants. The Commission thinks that this situation must be met by the Provincial system of schools, and it believes that it will be met by a more regular attendance and a longer school life rather than by new types of schools.

Importance of and Acquisition of Technical Knowledge.

The third requisites are technical subjects, such as business arithmetic, book-keeping, business correspondence, commercial law, banking and exchange, accountancy, shorthand typewriting, commercial French, German and Spanish, etc., etc. While the Commission must regard these subjects as essentials in the training of applicants for clerical posts, it knows that opinions in this regard are not quite unanimous. There are still a few business men who maintain that book-keeping, business correspondence, banking and exchange etc., should be learned only in the routine of the office; that commercial law involves problems too complex for the immature and inexperienced school boy; that there is little demand for French, German and Spanish in the commercial offices of Toronto; that typewriting is a mechanical process of little value to the young man and a possible hindrance to promotion, and that shorthand, while of great value, is of value only to those engaged in secretarial duties. In two other

respects, however, opinions are quite unanimous. In the first place applicants for clerical posts should possess a commercial intelligence. This commercial intelligence means not so much a knowledge of commercial technicalities as a business attitude towards life. Obviously such an attitude must be the product of schools, of schools whose atmosphere is commercial rather than academic, whose teachers have been trained in part at least in the counting house and often renew that training, and whose students are kept in touch with the actual processes of commerce by visits to offices and industrial establishments and by part-time engagements in offices. In the second place the height to which the office worker may rise in the commercial world and the rapidity with which he may rise are conditioned to a large extent upon his knowledge of the technical branches of commerce. Some may claim that as an applicant for his first post, the commercial worker need possess but little knowledge of the technique of his future work, but all maintain that promotion and ultimate success come in the main to him who, as he gains practical experience, enlarges also his knowledge of technique.

Essentials of Success in Second Class of Commercial Workers.

By far the most numerous body of commercial workers in Toronto are the salesmen. Many of these were born and educated outside the city. Indeed with the abnormally rapid expansion of the commercial interests of the city, the proportion of salesmen born, educated and trained as salesmen outside the city has become very considerable. On the average, Toronto boys enter upon this form of commercial work one or two years younger than in the case of secretarial and accountancy work, and with an education that does not often go beyond the elementary school. Not rarely they enter upon salesmanship through a preliminary service as messenger. In salesmanship, health, character, ideas, manners, and skill and accuracy in the fundamental processes of the elementary schools are the essentials of success as in secretarial and accountancy work, and are derived from the same source. To these essentials may be added, in exceptional cases, and in exceptional business houses, skill or knowledge in drawing, industrial chemistry, applied physics, the history of commodities, commercial geography, and particularly the theory and practice of salesmanship and advertising. The elementary schools may offer some training in drawing, commercial geography, and the history of commodities, and, as in the case of the office-worker, may make some progress in developing a commercial intelligence, but it is, nevertheless, true that so long as the business houses continue to accept boys of fifteen years of age, the major part of the training in the technical subjects of salesmanship must be given after the boy has assumed the duties of a salesman.

Complexity of Industrial Classes and Training.

The second class of the community to be considered by the Commission was the industrial class. This class was taken to include those engaged in the manufacturing industries and in the building trades. It is more complex in character than the commercial class, and that complexity gives a corresponding complexity to the problem of industrial training. It is one problem in the highly-skilled trades, another in a specialized trade; one in a piece-work trade, another in a day-wage trade; one in a trade housed in a factory, another in the outdoor building trades. It is affected by the flow of immigration, by local conditions as to the size of factories, and scales of wages, and by the differing ages and mental and physical equipments of the boys who enter the trades. It varies with each trade.

Apprenticeship Disappearing.

For centuries the sole and the efficient agency for industrial education has been the apprenticeship system. That system is fast disappearing. It is unnecessary to dwell upon the industrial conditions that explain the disappearance, the factory system with its aggregations of capital, the sub-division of labor, the automatic machine and piece-work. It is enough to say that it is disappearing and in its old form it can never be restored.

What the Craftsman is Losing.

In the disappearance the craftsman loses much. The apprenticeship system took charge of the boy early in life and evolved the craftsman out of years of slow and patient training. That training was physical as well as mental, co-ordinating action and thought, body and mind, boyish activities and the realities of life. Fine personal sympathies between master and apprentice gave to the apprentice a sense of responsibility which is impossible where competition leaves little room for sentiment. Resourcefulness born of the many-sided activities of the apprentice, and independence born of his economic equality and fraternity and all-round skill cannot thrive in the presence of the automatic machine and piece-work.

Gulf Between Skilled and Unskilled Trades Widens.

The fact that industrial training is as complicated as the trades themselves, that the greatest agency of industrial training is disappearing, that this disappearance carries with it some of the noblest characteristics of the craftsman, does not tell the whole story. The industrial world for which the craftsman is trained is changing rapidly. One change takes two opposing directions. There is the demand for more knowledge and more skill. The division of labor has made many trades more exact. The applications of science have created many scientific and highly-skilled trades. The factory system is creating a new need for the expert, the foreman, the director. And there seems to be a contrary movement. The automatic machine replaces the skilled man; the machine operator replaces the many-sided workman, and the factory system supplants the handicrafts. Thus displaced, craftsmen tend to become machine operators or laborers, a great host whose ranks are swelled by immigration and by the influx of the uneducated and neglected. A widening gulf then separates the high-skilled from the low-skilled workers. The lack of opportunity or education, or the vicissitudes of the industrial world force men into the latter class, and the organization of modern industry makes it difficult to escape. Men may still bridge the chasm through character, knowledge and skill.

Substitutes for Apprenticeship.

Modern industrialism is evolving substitutes for the apprenticeship system. One substitute is a form of apprenticeship with a narrow range of work, aiming at a special type of skill. This apprenticeship is often brief, without age restrictions and without indentures. Occasionally it assumes very worthy forms when in the shop itself, for instance, it offers the apprentices systematic training in drawing, mathematics and technical subjects, or when it sets apart an officer whose sole duty is the training of the apprentices.

Another substitute is the "helper" system. Helpers are unskilled workmen who assist skilled workmen or attend machines. Sometimes, as in the building trades, they begin to work as mature men and often remain as unskilled labor. Sometimes, as juniors, "helpers," "improvers," or "handymen," they pass from odd jobs or unskilled trades up and on to the more skilled.

The third substitute is not uncommon in the great factories where labor is minutely sub-divided as in the textile trades, and boot and shoe trades. Here beginners, who are not indentured as apprentices, are set at simple operations and advanced successively to more difficult operations, until they reach the operation in which they are of most value to the factory, or in which the limits of their ambitions and capabilities have been attained. That operation becomes their trade.

Substitutes Reveal Need of Industrial Training.

All these substitutes emphasize the inadequacies of the present-day forms of industrial training. To meet the conditions of modern industrialism, the youth must know more *before* he enters the factory, and in some way must learn more *after* he enters the factory. What he must know or what he must learn has been variously described to the Commission. He must be a good citizen. As such, he must know something of the customs, laws and ideals of this country. But he is also to be a good craftsman. As such he must have a trained industrial intelligence. Expressed more concretely, good craftsmanship implies something of the inventive genius, or artistic skill of the creator or designer, more familiarity with the properties of materials, wood, metal, etc., and with the treatment of raw materials under the laws of chemistry, physics, etc., some conception of industrial organization, some ease in the manipulation of quantities and estimates, and some skill in fundamental methods and processes.

III.

HOW TORONTO MEETS THE EDUCATIONAL NEEDS OF THE COMMERCIAL AND INDUSTRIAL CLASSES.

Efforts of Various Agencies to Meet the Needs of Commercial and Industrial Workers.

The needs of the commercial and industrial interests of Toronto must be met. Educational and philanthropic agencies, employers and employees, the province and the city, all have obligations in this regard, and in various ways with various degrees of success they are being met. The Commission does not think it necessary to do more than refer here to the effective activities of such educational agencies as the business colleges, the horological institute, and a few proprietary trade schools and of such philanthropic or semi-philanthropic agencies as the Young Men's Christian Association, and the Central Ontario School of Art. Engrossed in the development of the country's natural resources, the employers and employees of Toronto have just begun to realize their obligations in the training of the craftsman. For some years, however, the Province has recognized its obligations. The Department of Education of the Province has investigated, reported and directed. It creates efficient administrative machinery, offers generous grants for maintenance, is preparing to train a new class of industrial teachers, and maintains all necessary higher technical schools. It can scarcely go farther without the co-operation of the city.

Efforts of Toronto.

The city itself has not been wholly negligent. It has elementary schools, which, while not specifically economic in purpose, because the elementary school boy is too young for the intensive activities of the shop or office, have much indirect influence upon industrial training. They give character and intelligence without which industries cannot flourish. In such subjects as history, geography, nature study, manual training, they familiarize the boy with his social and material environment and thus provide a background for commerce and the industries. In art and literature they give some sense of form, proportion and beauty. In the exercises of the Kindergarten, in physical training, constructive work and drawing, they train in co-ordination of hand, eye and brain, and in control of muscles. In the variety and completeness of their curricula they provide on the one hand for the development of all capacities, and on the other hand they lay the basis for a choice of vocation and create a sympathy for the handicrafts.

The city maintains also eight secondary schools together with a dozen commercial classes of secondary grade in the elementary schools. Seven of the secondary schools perform very efficiently the functions for which they were created, but they have little or no direct influence upon the industrial world. It is not uncommon to hear of youths who pass from these seven secondary schools into offices, but there is no such movement between those schools and the workshops. The city's remaining secondary school, the technical, disappears with the close of the current school session to re-appear as a High School of Commerce and Finance and as a new Technical High School.

Toronto's High School of Commerce, its Activities and Limitations.

It is impossible as yet to define very fully the activities of the High School of Commerce and Finance. No doubt its instructors will be, or will become, experts in the realities of commerce, and with courses such as they will organize, and with continued co-operation between class-room and city office, those instructors will evolve an efficient type of commercial workers. Combined with the commercial classes now conducted in the Elementary Schools, the day activities of the High School will, no doubt, be varied enough to train all classes of commercial workers, accountants, secretaries or salesmen. But at its best, it will not find it an easy matter to be practical enough, as the traditions of schools and school-masters lead inevitably to the theoretical. And it will always have to struggle to pay due heed to the training of the masses of commercial workers, *i.e.*, the average salesman, as a second set of traditions leads inevitably to the training of the expert, manager and director. Like all public institutions, it will tend to become uniform in courses and grading, and thus unable to meet the needs of the individual or of the exceptional man. The insurance expert who needs drafting, the grocery salesman who needs chemistry, the agent for electric goods who needs applied physics, the Quebec salesman who cannot speak French, the office worker who has been promoted to new and complex duties, the mature man whose opportunities crave haste, these cannot all expect adequate help from the High School of Commerce and Finance.

The courses of instruction of the new Technical High School have not been defined, but the courses of the old school may be described as follows:—

Toronto's Technical High School, its Activities and Limitations.

As a Technical High School it has offered day and night courses in theoretical and applied mathematics, science and art to youths or workmen who are to be experts, foremen, superintendents and leaders. As a general industrial school it has offered a three-year course of day instruction to youths (or girls) of fourteen who have completed their training in the trades or crafts, have chosen industrial careers. Although these courses are almost entirely theoretical, there is evidence that they have developed industrial intelligence and helped youths to find their special trades or crafts. As a species of apprenticeship school, it has offered night courses which supplement by technical training the practical training of the work-bench.

The Commission does not presume to criticize these courses

or to offer suggestions as to the courses of the new school. It ventures, however, to assume certain general principles. The purpose of the new school will be dominantly industrial, and it will seek the industrial through the practical, rather than the theoretical. Its instructors will teach from an experience gained at the work-bench, and will never wholly lose contact with the work-bench. Its courses and equipment will be varied, as are the industries of the city. Its interest will lie in training the average many rather than the superior few. And in the making of a good craftsman it will never neglect the making of a good citizen. The Commission feels safe also in making certain inferences. Because it is a public institution and inherits the traditions of the schools, the courses of the new school will tend to be long, uniform, conducted with an eye to economy and established routine, and subject, to some extent at least, to the divergent views and requirements of capital and labor. Only with difficulty may it offer courses whose length is adjusted to the needs and opportunities of the individual worker, or venture freely upon extensive or untried courses. With difficulty, too, will it be able to meet the special needs of those who are foreigners in birth and education, of those who, as defectives or laggards in their early school days, come ill-equipped to the handicrafts; of the mature workers whose diffidence forbids class-room associations with youthful workers, and of the many workers who are reaping the harvest of ineffective school attendance laws and despair of progress in long and uniform courses.

IV.

WHAT THE YOUNG MEN'S CHRISTIAN ASSOCIATION MIGHT DO.

Something is being done, then, to meet the needs of the commercial and industrial classes of Toronto, but more, much more, remains to be done. With its new equipment, and its enlarged purposes, the Young Men's Christian Association of Toronto has special obligations in this regard. In defining those obligations your Commission kept before it one or two principles:—

The Association should not offer instruction which involves very expensive or extensive equipment. This is the city's duty.

The Association should supplement, rather than imitate or duplicate the work of the public educational system. This does not mean that it must never offer the same subjects of instruction as the public system. It may, reasonably, do so for special groups of students not served by the public system, or at special hours or in special parts of the city. But in the main, the Association should find its particular sphere where the public system is inadequate, or fails, or neglects.

There is much uncertainty about the methods of training workmen. Only careful experimentation will remove that uncertainty. With its flexible administration the Young Men's Christian Association is well prepared to experiment with new, untried and even doubtful methods and subjects. In this connection it can render a great service to the community.

In view of obvious restrictions in equipment, time, the age and purpose of students, single subjects should be offered rather than elaborate courses. The subjects, however, should be arranged if possible so as to permit students to pursue a graded or consistent course from year to year, if so desired.

For similar reasons, the instruction should be brief and highly specialized, practical rather than theoretical, closely related to the art or craft of the students, and offered, as far as possible, to individual students, or to very small classes.

In the light of these principles, your Commission recommends:—

1. That the Association continue its instruction in elementary commercial subjects, *viz.*, spelling, composition, arithmetic, shorthand, typewriting, business forms, etc., and that it expand these courses when and where possible into more advanced and special courses in accounting, banking, and exchange, commercial geography, history of commerce, economics, laws of insurance, etc., etc.
2. That co-ordinate with the elementary commercial courses, it offer for youths who have chosen industrial courses, elementary vocational training, such as woodwork, metal work, drafting, etc., and that it expand this training when and where possible, into special short courses for men in the industries and building trades, *e.g.*, courses in estimating, use of the square, reading blue prints, strength of materials, etc., etc.
3. That it supplement its regular commercial and industrial courses by irregular and brief courses for special groups of men to meet the needs arising from time to time in modern communities, *e.g.*, gardening, automobiling, photography, chemistry for laundry men, law for insurance men or real estate agents, etc., etc.
4. That the foregoing courses of instruction be offered, so far as possible, under the following conditions:—
   (*a*) The instructors should have practical experience and skill.
   (*b*) In the direction of the instruction the Association might be advised by a Board or Committee representative of both employers and employees whose co-operation is essential.
   (*c*) The work of instruction should be supplemented by
      (1) A Vocation Committee, conversant with the industrial needs of the community, which will assist students in securing employment without disturbing existing conditions and wage schedules and without developing into an employment bureau for profit.
      (2) An After-care Committee which will keep in touch with students who have completed courses of instruction.
      (3) A professional library, specially selected for commercial and industrial workers, and, in particular,
      (4) Much missionary work in behalf of commercial and industrial education.

   This last obligation—to convince Toronto that technical education is worth paying generously for—is an obligation that few agencies can fulfil more effectively than the Young Men's Christian Association.

Your Commission believes that the Young Men's Christian Association has done and can do other very valuable educational work. The "laggards" and "misfits" and "irregulars" of our schools sometimes awake later in life and seek private or semi-private instruction in the elementary school subjects. The number of the foreign-born who must learn the English language grows apace in Toronto. Many boys have a wholesome interest in the constructive subjects such as gardening, manual training, printing and book-binding, which persists beyond the school life. This great city contains many youths whose days are appropriated to the necessities of a livelihood and who are eager to devote their nights to advanced study for general culture or for matriculation into the professional schools. All men, in particular all citizens, must meet and understand problems of public health, finance, civic government, etc., for which the school can offer little or no training. But the forms of educational effort implied in these conditions seem to lie outside the terms of your instruction, and your Commission cannot therefore include them within its recommendations.

REDUCTIONS IN EXPRESS CHARGES

Important Decision of Railway Commission, by Which Graduate Charges are Fixed for Small Parcels. A General Reduction Results.

THE following order of the Board of Railway Commissioners is one of the most important yet issued in connection with express carriage. As will be observed, it directs the companies to graduate their charges under the lowest through or aggregate rate per 100 lbs. At the present time it is the practice of the companies to charge two graduates when a shipment is consigned to a point where there is no competition. The order reads as follows:

1. Pending disposition by the Board of the question of joint tariffs, shipments of express freight, subject to graduate charges carried by two or more companies in Canada shall be charged the graduate under the lowest through or aggregate rate per 100 lbs. to the destination thereof on such companies' lines; except that when the through or aggregate rate is less than $2.00 per 100 lbs., the minimum through charge shall be 60 cents, unless the graduate under $2.00 is lower, in which case the said lower graduate shall be the minimum charge; provided that in no case shall the charge on less than 100 lbs. be more than for 100 lbs. at the through rate, nor more than the sum of the local graduate charges. If a joint through merchandise rate is published, the graduate shall be under such joint rate.

2. The companies shall submit, for the approval of the Board, a proof supplement to the Express Classification for Canada, C.R.C. No. 2, maing such changes therein as may be necessary to comply with paragraph 1 of this Order, the said proof to be submitted within two weeks from the issue of this order.

3. The companies shall forthwith arrange for the cancellation of paragraph (*h*) of Rule No. 8 of the Official Express Classification No. 21.

4. The companies shall, with reasonable despatch, prepare joint tariffs in accordance with the judgment of the Board handed down on the 24th day of December, 1910, for all traffic which is to pass over any continuous route in Canada, operated by two or more companies."

The effect of the order is to place local points upon an equal footing with points where there is competition.

The following examples will illustrate the reductions which will follow:

The charges on a parcel—	Under old System.	Under Board's Order.
From Gananoque to Smith's Falls,		
10 lb. parcel	$0 60	$0 45
15 lb. parcel	60	45
20 lb. parcel	60	50
25 lb. parcel	70	55
30 lb. parcel	70	60
35 lb. parcel	80	60
From Gananoque to Winnipeg,		
10 lb. parcel	$1 55	$1 15
15 lb. parcel	1 70	1 35
20 lb. parcel	2 00	1 65
25 lb. parcel	2 20	1 80
30 lb. parcel	2 45	2 05
35 lb. parcel	2 65	2 40
From Gananoque to Calgary,		
10 lb. parcel	$1 75	$1 35
15 lb. parcel	2 10	1 70
20 lb. parcel	2 50	2 00
25 lb. parcel	2 80	2 45
30 lb. parcel	3 40	2 95
35 lb. parcel	4 10	3 40

The charges on the same sized parcels shipped from Toronto to a local point on the Canadian Northern Railway in the West, such as Prince, Alberta, would be—

10 lb. parcel	$1 90	$1 25
15 lb. parcel	2 15	1 60
20 lb. parcel	2 50	2 00
25 lb. parcel	2 80	2 25
30 lb. parcel	3 20	2 75
35 lb. parcel	3 50	3 25

Relative reductions are made to all other points.

Graduate Tables of Weights and Charges.

The amounts paid on a large proportion of the shipments offered to express companies for transportation are computed from graduate tables of weights and charges. These are known as "graduated charges." A careful investigation has disclosed the fact that from 85 to 90 per cent. of express shipments consists of packages weighing less than 100 lbs.; in fact it has been stated in evidence before the Board of Railway Commissioners that the average weight of the packages carried is between 25 and 30 lbs. The importance of these tables is apparent.

An examination of the tables and of their application to the class of shipments to which they pertain shows that the patron of the express companies does not receive the benefit of the rates per 100 lbs. or pound rates. as they are termed, on shipments of merchandise unless the rate per 100 lbs. is $2.00 or more, and the weight equals or exceeds 50 lbs.

A significant fact respecting the use of the table of graduate charges is that the amounts paid by shippers may be raised or lowered by changes in the graduate scale without any change in the basal rate per 100 lbs.

The following examples show the rates per lb. which shippers have to pay under the graduate scale:—

Under 40 cent base rate, the graduate for

10 lbs. is 30 cents or 3c. per pound,
15 lbs. is 30 cents or 2c. per pound,
20 lbs. is 35 cents or 1.75c. per pound,
25 lbs. is 35 cents or 1.40c. per pound,
30 lbs. is 40 cents or 1.33c. per pound,

It will be observed that the charge for 30 lbs. is the same as for 100 lbs.

Under a 75 cent base rate, which is the rate per 100 lbs. between Toronto and London, the graduate for

10 lbs. is 40 cents or 4c. per pound,
15 lbs. is 40 cents or 2.67c. per pound,
20 lbs. is 40 cents or 2c. per pound,
25 lbs. is 45 cents or 1.80c. per pound,
30 lbs. is 50 cents or 1.67c. per pound,
35 lbs. is 50 cents or 1.46c. per pound.

65 lbs. or over are charged the same as for 100 lbs.

From London to Kingston the rate is $1.25 per 100 lbs. The graduate for—

10 lbs is 50 cents or 5c. per pound.
15 lbs. is 55 cents or 3.67c. per pound,
20 lbs. is 60 cents or 3c. per pound,
25 lbs. is 65 cents or 2.6c. per pound,
30 lbs. is 70 cents or 2.33c. per pound,
35 lbs. is 75 cents or 2.14c. per pound.

70 lbs and over are charged the same as for 100 lbs.

From Toronto to Fort William the rate is $3.25 per 100 lbs. The graduate charged for—

10 lbs. is 85 cents or 8.5c. per pound,
15 lbs. is 95 cents or 6.33c. per pound,
20 lbs. is $1.15 or 5.75c. per pound,
25 lbs. is $1.20 or 4.8c. per pound,
30 lbs. is $1.30 or 4.33c. per pound,
35 lbs. is $1.40 or 4c. per pound.

From Toronto to Winnipeg the rate is $4.50 per 100 lbs. The graduate charged for—

10 lbs. is $1.00 or 10c. per pound,
15 lbs. is $1.15 or 7.55c. per pound,
20 lbs. is $1.30 or 6.50c. per pound,
25 lbs. is $1.50 or 6c. per pound,
30 lbs. is $1.70 or 5.66c. per pound,
35 lbs. is $1.90 or 5.42c. per pound.

From Winnipeg to Calgary the rate is $4.75 per 100 lbs. The graduate charged for—

10 lbs. is $1.05 or 10.5c. per pound,
15 lbs. is $1.20 or 8c. per pound,
20 lbs. is $1.35 or 6.75c. per pound,
25 lbs. is $1.55 or 6.20c. per pound,
30 lbs. is $1.70 or 5.66c. per pound,
35 lbs. is $1.95 or 5.57c. per pound.

Assuming the average weight of the parcels carried by the companies to be 25 lbs. as testified by them, it will be observed that at the rate of 40 cents per 100 lbs. or .04 cents per pound the revenue of the companies would be 1.40c. per pound, or $1.40 per 100 lbs. Under the 75 cent rate, it would be $1.80 per 100 lbs. Under the $1.25 rate it would be $2.60 per 100 lbs. Under the $3.25 rate it would be $4.80. Under the rate of $4.50 it would be $6.00. Under the rate of $4.75 it would be $6.20.

It will thus be seen that the public do not as a result, receive the benefit of the rate per 100 lbs. (or pound rates as they are termed). It will furthermore be seen that the base rates give no correct indication of the revenues accruing to express companies from shipments to which graduated charges are applied.

The Interstate Commerce Commission, who have gone into this matter extensively, have had statements prepared covering revenue tonnage carried by the companies. In analyzing same, it is pointed out that 95.01 per cent. of the number of pieces handled, 74.06 per cent. of the weight and 83.69 per cent. of the accruing revenue pertain to express matter of 100 lbs. or less. It is further significant to learn that of this class of traffic the average weight per piece is 25.57 lbs. and the average revenue per pound is 1.74 cents.

The National Association of Railway Commissioners at their last annual meeting held in Washington, in October, 1911, devoted a great deal of time to the question of express rates and service. The report of the proceedings says:

"About the only proposition not hotly contested is that there is no reason why there should be express companies. The sentiment in favor of compelling the railroad companies to perform the express service was practically unanimous."

It is to be noted that this Association are apparently of the same opinion as that expressed by His Honor, Judge Mabee, in the judgment in the enquiry into the tariffs of express companies carrying on business in the Dominion of Canada. He stated therein:

"The whole of the business of express, as it is carried on in Canada, could go on just as it now does, without the existence of any express companies at all, by simply substituting railway employees for express employees and making express traffic part of their work, and letting the railway companies take the whole of the express toll in the first instance."

The report of the committee appointed to enquire into express rates and service, at the meeting above referred to, is very interesting, as it shows that an exhaustive investigation had been made. It also shows to what extent the railway companies were profiting by the present system of charges. As illustrating this, it may be pointed out that the express companies pay the railways on an average of 50 per cent. of their gross revenue. That the railway company in the division profits to a greater extent than the express company, is illustrated by the following example:

"Each transaction requires a separate individual service by the express company, but this is not true as to the service rendered by the railway company. It costs the railway company no more to transport 20 packages, weighing 10 lbs. each, than it does to transport one package, weighing 200 lbs., yet the compensation received is very much greater."

One illustration may be given to make this clear:—

The graduate charge on a 10 lb. package, Toronto to Fort William is 85 cents, the rate per 100 lbs. being $3.25. Supposing in an express car, leaving Toronto for Fort William there were 20 ten pound packages consigned to twenty separate consignees, and one 200 lb. package consigned to another address. For the 20 packages the express companies would charge 85 cents each, a total of $17.00. For the 200 lb. package it would charge $6.50. Assuming that the railway company receive 50 per cent. of the charges, it would receive for the 200 lbs., which were transported in 10 lb. packages, $8.50, while from the 200 lb. package it would receive only $3.25, although the weight carried and the service rendered would be identical in both cases.

The new table of graduated charges which went into effect on June 15th, 1911, by direction of the Board of Railway Commissioners, contains some reductions. There are also graduates for every base rate in the companies' tariffs. There are, however, some discrepancies in the table which, no doubt, will be removed when the companies have completed the filing of their regular tariffs.

Much has been said by the companies about the personal service rendered, and the value of the pick-up and delivery service. These features, with despatch, are what make the express service attractive to shippers. In putting this plea

forward, the companies have been careful to point out that their service was an individual one; in other words, that the public should look upon the service as rendered individually. In this the companies have more or less succeeded. Those, however, who have made any study of the question have become convinced that the charges for the service rendered are excessive, and that the special service upon which the companies lay so much stress, does not represent anything like the cost, which they endeavor to convey. The committee of the National Association of Railway Commissioners investigated the cost of pick-up and delivery service, and are in possession of data compiled by reliable experts, showing that in certain large cities the service of pick-up and delivery is now being performed by express companies at a cost to them of from 3.243 to 3.362 cents per package. In smaller towns and cities, with populations ranging from 2,600 to 18,600, the average is 2.631 cents per package. It also has to be borne in mind that there are no pick-up and delivery services in the majority of cases, yet the charges for the service rendered are the same as if the pick-up and delivery services were rendered.

The conclusion is that the public are called upon to pay excessive charges for a service to which they are entitled by reason of these subsidiary companies, with very little, if any, cash investments, which the enquiry instituted by the Railway Commission has shown to be the case.

WHAT SPANISH AMERICA BUYS.

The range of Latin-American imports covers nearly the whole field of human wants, from primary food products to articles of the highest luxury, but is narrowed to products and manufactures in a finished or nearly finished state, and includes but few raw products for manufacturing. What manufacturing there is depends for its supplies upon home production, and only occasionally uses foreign material as subsidiary thereto.

Considerable as is at present the per capita importation of Latin America, its needs and demands are only just at the beginning. Its desire to purchase far outruns its ability, and this is axiomatic of all the civilized world, whether taken by countries or by individuals. Its ability to purchase is measured by its producing capacity, and herein it has an enormous advantage in that exploitation has but scratched the surface of its natural resources.

A brief outline of the imports of four of the Republics—Argentina, Brazil, Mexico, and Cuba, two from the southern and two from the northern group—may serve to show the character of imports into Latin America.

Argentina.—Total imports, $341,217,536, including food products, $26,327,000; tobacco, $5,900,000; wines, liquors and other beverages, $14,503,000; textiles and manufactures thereof, $66,314,000; oils, $13,475,000; chemical and pharmaceutical products, $11,921,000; iron, steel, and manufactures, $41,846,000; other metals and manufactures, $12,484,000; agricultural implements and machinery, $18,354,000; railway cars, equipment, rails, carriages, wagons, automobiles, &c., $34,042,000; coal, earths, stones, &c., $30,000,000; building material, $28,360,000; and electrical apparatus, $5,570,000.

Brazil.—Total imports, $235,574,837, including cotton yarn, $852,000; sewing thread, $2,488,000; steel bars and rods, $636,000; iron bars, rods and plates, $1,313,000; staves and hoops, $146,000; pine lumber, $2,041,000; turpentine, $216,000; coal, $11,738,000; cement, $3,374,000; leather, 3,268,000; rosin, $968,000; carpets, $223,000; cotton goods, bleached cottons, $2,027,000; prints, $1,949,000; dyed, $4,773,000, other cottons, $3,165,000; artillery ammunition, $1,854,000; small-arms ammunition, $928,571; small arms, $2,117,000; motor cars, $1,147,000; railway cars, $2,395,000; copper wire, $636,000; copper manufactures, $1,496,000; iron wire, $2,397,000; corrugated iron, $1,023,000; nails, screws, &c., $486,000; iron and steel structural material, $2,616,000; telephone and telegraph posts, $1,474,000; steel rails, couplings, &c., $6,572,000; tubes and pipes, $2,263,000; iron and steel manufactures, not specified, $3,016,000; electrical apparatus, $3,221,000; electric cables, $562,000; small tools, $2,516,000; locomotives, $2,130,000; stationary engines, $840,000; sewing machines, $1,562,000; industrial machinery, $3,079,000; agricultural machinery, $513,000; machinery not specified, $6,002,000; furniture, $530,000; print paper, $1,655,000; paper supplies, $1,170,000; boots and shoes, $333,000; paints, $695,000; calcium carbide, $594,000; drugs not specified, $3,810,000; lighting apparatus, $526,000; hats, $778,000; dynamite, $333,000; coal oil, $4,155,000; lubricating oils, $848,000; rice, $1,222,000; codfish, $5,431,000; potatoes, $1,048,000; distilled spirits, $674,000; canned vegetables, $420,000; preserved fish, $1,392,000; flour, $10,102,000; dried fruits, $512,000; hams, $395,000; condensed milk, $1,253,000; butter, $1,487,000; cheese, $936,000; salt, $633,000; wines, common, $7,259,000; wines, fine, $2,273,000; and jerked beef, $4,500,000.

Mexico.—Total imports, $97,432,891, including manufactures of gold, silver and platinum, $1,629,000; of copper and alloys, $2,681,000; of tin, lead, and zinc, $530,000; of iron and steel, $13,815,000; of stones and earths, $9,204,000; textile fibres (principally ginned cotton), $2,495,000; fruits and grains, $10,007,000; lumber, $2,751,000; wood manufactures, $2,298,000; machinery and apparatus, $10,471,000; textiles, of cotton, $5,413,000; of linen and hemp, $606,000; of wool, $2,223,000; of silk, $1,138,000; of silk mixed and imitation silk, $731,000; live animals, $694,000; meats, wool, &c., $700,000; animal food products, $3,277,000; animal industrial products (principally boots, shoes and leather), $2,836,000; chemical and pharmaceutical products, $5,619,000; wines, spirits, &c., $3,276,000; cars, carriages and wagons, $2,877,000; paper and manufactures, $2,533,000; arms and explosives, $1,451,000.

Cuba.—Total imports, $103,675,581, including stones and earths, $989,000; shale, bitumen, &c., $1,089,000; glass and crystal ware, $1,139,000; earthenware and porcelain, $695,000; manufactures of gold, silver and platinum, $338,000; of iron and steel, $6,164,000; of copper, $809,000; paints and colors, $673,000; chemical products, $2,781,000; oils, $1,897,000; cotton manufactures, $8,528,000; other vegetable-fibre manufactures, $3,562,000; wool manufactures, $1,088,000; silk manufactures, $620,000; paper and pasteboard, $1,498,000; wood and lumber, $2,506,000; hides and skins, $573,000; rubber manufactures, $4,453,000; machinery, $8,382,000; apparatus, $2,822,000; meats, $11,477,000; fish, $1,310,000; breadstuffs, $13,358,000; vegetables, $4,522,000; beverages, $3,296,000; and dairy products, $2,524,000.—*Bulletin of Pan-American Union.*

TECHNICAL EXPERTS AT GERMAN CONSULATES.

It is reported that the German government is about to create a new class of consular officers, viz., technical experts, who will be attached to important consulates and whose duty will be to follow the progress of industrial development in the country to which they are assigned, and to report on all novelties of a technical character. These officials will supplement the commercial experts already attached to many German consulates, who, though they are of great value in furthering the foreign commerce of the fatherland, lack the professional training necessary for answering the many technical questions addressed to the consulates by German manufacturers, engineers, etc., pertaining to the progress of applied science in the several foreign countries.

OUR TRADE WITH SOUTH AFRICA

Some Articles Upon Which it is Believed an Export Trade Could be Developed.

WE have every reason to be satisfied with the shipments of automobiles this year, having carried considerably more automobiles than were shipped in 1910, or an average of twenty-two cars monthly, as against three last year, say Elder, Dempster & Co., in discussing Canadian trade with South Africa. We look for still larger shipments in 1912, now that our cars have become known in South Africa, and we believe there will be an improvement.

The motor car trade is an important one, and one that is bound to grow. On the Rand there is a large demand for cars which will seat two passengers, and which can be sold at a reasonably cheap figure, for use by doctors and mining merchants, etc. In 1906 we shipped only a few cars, but the following year, in 1907, we made a good showing, and while 1908 and 1909 showed up even better than 1907, the average this year has been most satisfactory.

Cars manufactured in the United Kingdom, France, Germany, Canada, Belgium, and the United States are in use all over the country. The manufacturers of these vehicles, in the countries above mentioned, are all represented in South Africa by local agents, amongst whom there is considerable rivalry in their efforts to secure business. However, as quality, finish, and utility are important considerations, the men of energy, activity and a general knowledge of the construction of motor vehicles, are very likely to obtain a considerable share of the South African trade.

An ad valorem duty of 15 per cent. is levied on motor cars, motor car chains and motor hair brushes imported into South Africa, but under the preferential tariff there is a rebate of three per cent. ad valorem to the United Kingdom and reciprocating British colonies.

Our Montreal season is closed, and shipments will now move from St. John, N.B., the "Kwarra" taking the first sailing from that port on December 20th. We hope our shippers will further increase their shipments so that we might make a satisfactory showing in 1912.

Rates on motor cars remain the same as last winter, the rates from St. John, N.B., bein 2/6 per ton under the rates that were quoted from Montreal.

Hardware.

For some considerable time we have been trying to get our shippers interested in shipments of bolts, nuts, rivets, nails, screws, etc., but we are sorry to say that we have done but little in these lines, and until 1909 we shipped practically no hardware at all.

We believe Canadians should be able to secure that portion of the bolt and nut trade that would be known as carriage hardware, but at present the United Kingdom is easily first, with the balance of the trade divided between Germany, Belgium and the United States.

Our manufacturers are not aggressive enough, and if they will stir themselves there is no reason why we should not be able to show up much better during 1912. Our rates are lower than the rates from the English ports, and in fact from all the other countries, and we trust our shippers will look into the question of shipping hardware from Canada.

One South African firm stated that they would be only too glad to swing their trade to Canada, and intended to do so just as soon as manufacturers were ready.

In the last three years the imports of nails and screws increased considerably, but the bulk of the screws were shipped from the United Kingdom, while the Germans and Belgians shipped most of the nails, and shipments were also made from the United States. We hope our manufacturers will be sufficiently interested to take up the question with us, and we will also be pleased if the commission houses will see if something cannot be done in the lines of hardware.

We are informed that most of the nails are put up in 7-lb. brown paper packages, and if our manufacturers will put up their nails in the same way, they should, with the 3 per cent. preference, be able to command a share of the trade, or at least that portion which is at present annexed by the manufacturers in the States. The shipments of nails that have been forwarded by our steamers were very light indeed, only a few hundred kegs in the last twelve months, and we have not yet handled any nails that were put up in the paper packages.

If any of our friends would like to send out same sample nails, screws, bolts, nuts, or rivets, we will be pleased to carry them out free of charge, and we trust, now that the winter season will soon open, with the sailing of our December steamer, manufacturers will take advantage of this offer. We have no doubt that these samples will result in some good orders.

Boots and Shoes as Exports.

We have been doing our best to interest our manufacturers of boots and shoes, and have endeavored to get them to send out a capable representative, with the necessary samples, but although some of them were thinking of doing so, obtaining from us our rates and all other information, nothing further was done.

It does seem strange that some of them should not have worked into this trade before this, and we are hopeful that this letter will result in our hearing from those who are still interested, or that we might receive enquiries from some of the commission houses who are anxious to make a start.

Great Britain practically controls the trade in boots and shoes, and they have done so for the past four years. We understand the boots most in demand have welted light soles. The material in these boots is cut from the upper stock of glace kids, box calf and velours; in color black is more popular than brown. Not many patent leather boots are worn in South Africa. The cheaper makes of British boots are quoted at from 7/- to 8/6 F.O.B. England, and the better class from 8/6 to 12/6, or say from $1.70 to $2.00 for the cheaper, and from $2.00 to $3.00 for the others.

If our manufacturers can turn out a boot which will cost from $1.70 to $3.00 of an equal value to the British manufacturers, the prices to be F.O.B. Montreal, they have an enormous market assured them in South Africa, and we hope some of them will look into this, and communicate with us as soon as possible. We are not quoting our rates here as we are rather anxious first to hear from those who are interested, in order that we might take the matter up with them more fully.

We have some very useful information on file, and it is quite impossible to go into the question very fully in this letter, but we hope some of our friends will be sufficiently interested to write us for further particulars.

In men's boots alone in one year over $2,000,000 was paid to British manufacturers for their product, and surely this is worth going after. We are quite willing to carry out samples free of charge, and we will also give a free trip to representatives of manufacturers who would like to go out to Africa to look the ground over. There is not much more we can do, and as we are willing to do this, it is up to our friends to do their part. There would seem to be a good outlet for Canadian boots and shoes, and it is likely to continue

for an indefinite period, unless a prohibitive customs tariff is placed on them, which is not in accordance with the present spirit of the people out there.

In addition to the boots and shoes shipped from Great Britain, a considerable number are shipped from the United States, and as our rates from Montreal are 2/6 under the rates quoted from the States, and the rate from St. John in winter 5/- less, it occurs to us that there is no reason why our manufacturers should not stir themselves if they feel they can compete with Great Britain in price.

PULPWOOD CONSUMPTION.

Nearly six hundred thousand cords of wood were ground into wood-pulp by fifty-one pulp mills operating throughout Canada during 1910. Statistics compiled by the Forestry Branch of the Department of the Interior show that the total value of this wood was three million, five hudred and eighty-five thousand dollars, and that it was converted into four hundred and seventy-five thousand tons of wood-pulp. Quebec is the premier pulpwood province of Canada, because of its extensive spruce and balsam forests suitable for pulpwood. The twenty-five pulp mills in Quebec reported the consumption of fifty-seven per cent. of the total for Canada, or twenty-three thousand cords more than in 1909. Ontario likewise increased the amount consumed in its fifteen pulp mills by over twenty thousand cords, and used over one-third of the total consumption, forming with Quebec ninety-two per cent. of the total. The mills of Nova Scotia consumed nearly thirty thousand cords. New Brunswick used barely one-fifth as much as in 1909, contributing in that year fifteen per cent. of the total. In 1910 the amount used was only two per cent. of the total, due chiefly to the closing of one large plant. The average value of pulpwood in 1910 was six dollars per cord, and Quebec was the one province in which the price was less in 1910 than in 1909. The price in this province fell off thirty-five cents to five dollars and a half per cord. The highest price paid was in Ontario, where it averaged seven dollars, while pulpwood from Nova Scotia at four dollars and sixty cents per cord was the cheapest. -

AN ACKNOWLEDGEMENT.

The following letter from Mr. W. H. Rowley will be of interest to the many friends of last year's President, not only to those who were present at the last Convention, and so had an opportunity of expressing their appreciation of him and his work, but also to those throughout the country who, though absent, were no less appreciative. The letter is as follows :—

T. A. Russell, Esq.,
The Russell Motor Car Co., Ltd.,
West Toronto.

Dear Mr. Russell,—When I got back here the other day I found awaiting me the splendid tray—I think I may more correctly call it the handsome silver salver—that my friends among the Canadian Manufacturers' Association had made and inscribed as a wedding gift for me.

I hope all my friends feel that I thoroughly appreciate, not only the thought of me that prompted the gift, but the gift itself. I would like to have you tell the boys as you meet them, here and there, how heartily I have thanked you, and how heartily I want to thank them for their kindness.

Yours sincerely,
(Signed) W. H. Rowley.

REDUCED RATES ASSURED.

The City of Regina applied to the Board of Railway Commissioners some time ago for an order directing the railways to reduce their class rates from Eastern Canada to Regina. After a number of public hearings the Board granted the application, and ordered the Canadian Pacific and Canadian Northern Railways to publish and file new freight tariffs to take effect not later than the first of April, 1911.

The railways objected to the findings of the Board, which were based upon an agreement made in 1888 between the Northern Pacific and Manitoba Railway Company and the Province of Manitoba, upon the grounds that such rates were held down by virtue of the agreement, and should not be used in determining rates to and from other points.

The Supreme Court, to whom the appeal was made, has just rendered judgment unanimously dismissing the appeal. The original order of the Board, therefore, stands.

This disposal of the appeal also disposes of the complaint from Edmonton, similar to that of the City of Regina.

A general readjustment of rates from the East to and between points in the West is now looked for.

CHANGE OF OFFICERS.

The Manager, Mr. C. Norie-Miller, also Manager of the General Accident Assurance Company, of Canada, has been promoted to the Joint Management for United States of the parent Company, *i.e.*, The General Accident, Fire & Life Assurance Corporation, Limited, of Perth, Scotland, at Philadelphia, in conjunction with Mr. John A. Kelly, of New York. Mr. John J. Durance succeeds Mr. C. Norie-Miller here as Manager of this Company and the General Accident Assurance Company of Canada.

Following these changes comes the readjustment of the Official Staff in the promotion of Mr. J. O. B. Latour as Chief appointed Executive Special, a new department which has appointed Executive Special, a new department which has been created for the furtherance of the Company's business in the field.

All the Stock of the Canadian Casualty and Boiler Insurance Company is owned by the General Accident Fire and Life Assurance Corporation, Limited, of Perth, Scotland.

POWER CATALOGUE.

A catalogue on Power and Transmission has been issued by the Jeffrey Manufacturing Co., Montreal, covering all lines of machinery and equipment manufactured by them. Besides listing dimensions and sizes of every part in this line, the catalogue contains descriptive matter on the Horse Powers of Steel Shafting, Standard Methods of Key Seating, sizes and dimensions of Couplings, Hangers, Pillow, Blocks, Counter Shafts, Belt Tighteners, Clutches and Quills.

A feature is made of the Jeffrey Improved Split Iron Pulley which may be readily clamped on the shaft without disturbing any other equipment, or may easily be removed from the shaft when necessary. Wood Split Pulleys and a description and information on Rope Driving are shown.

There are quite a number of details in the rear part of the book, including H.P. of Belts, methods of calculating Bending and Torsional Moments for Shafts, which are invaluable to the engineering fraternity.

CHANGES IN FREIGHT RATES DURING NOVEMBER

List of Freight Schedules Filed with the Board of Railway Commissioners During month of November, 1911.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.
Canadian Pacific Railway.			
E 1336	E 1805	Dec. 6-11	Class rates from C.P., G.P. & H. and K. & P. stations to points on the Pere Marquette R.R. in the U.S.
E 2200	E 1796	Dec. 11-11	Class rates between C.P. stations also stations on connecting lines west of Montreal and stations on the D. A. and H. & S. W. Railways.
Sup. 12 E 1841	Sup. 12 E 1431	Nov. 6-11	Pig iron, c. l. between C.P. stations.
Sup. 17 E 1537	Sup. 17 E 1122	Nov. 8-11	Absorption of switching charges at junction points.
Sup. 18 E 2124	Sup. 18 E 1720	Nov. 10-11	Commodities between C.P. stations.
Sup. 9 E 1655	Sup. 9 E 1242	Dec. 4-11	Commodities from C.P. stations to Buffalo, Black Rock and Suspension Bridge.
E 2204	E 1800	Dec. 1-11	Warehouse storage charges at C.P. Stations in the State of Maine.
Sup. 19 E 2124	Sup. 19 E 1720	Dec. 18-11	Commodities between C.P. stations and to and from connecting lines.
Sup. 10 E 2013	Sup. 10 E 1609	Dec. 16-11	Ore, c.l., from C. P. stations to points in the U.S.
Sup. 24 E 1538	Sup. 24 E 1123	Nov. 14-11	Local switching at C.P. stations.
Sup. 20 E 2124	Sup. 20 E 1720	Nov. 17-11	Grey iron castings, c.l., Three Rivers, Que., to Sault Ste. Marie, Ont., 36 cts. per 100 lbs.
Sup. 21 E 2124	Sup. 21 E 1720	Nov. 20-11	Commodities between C.P. stations.
Sup. 3 E 1654	Sup. 3 E 1241	Dec. 18-11	Class rates from C.P. and connecting lines to Buffalo, Black Rock and Suspension Bridge, N.Y.
Sup. 20 E 1575	Sup. 20 E 1161	Nov. 20-11	Class and commodity arbitraries between C. P. R. junction points and connecting lines; also from Montreal to points east and south thereof.
Sup. 23 E 2124	Sup. 23 E 1720	Dec. 25-11	Sugar, syrup and molasses, Montreal to Ottawa and Hull; rate cancelled.
Sup. 22 E 2124	Sup. 22 E 1720	Various dates	Commodities between C. P. stations.
Sup. 13 E 1841	Sup. 13 E 1431	Nov. 22-11	Pig iron, c.l., between stations on C.P.R.
Grand Trunk Railway.			
E 2442 cancels E 1971	C.R. 117 cancels C.R. 85	Dec. 1-11	Rules governing allowance for lumber used for temporary grain doors.
Sup. 32 E 176	Sup. 32 G.A. 10	Dec. 12-11	Class rates from G.T. stations in Canada to points in the U.S.
E 2446 cancels E 2219	V 31 cancels V 16	Dec. 12-11	Class rates from stations in Canada to points in the U.S.
E 2447 cancels E 33	V 32 cancels G.A.Q. 5	Dec. 12-11	Class rates from stations on the G.T. in the U.S. to stations in Canada, Dorval and east.
Sup. 25 E 2352	Sup. 25 C.Y. 20	Dec. 18-11	Commodities between stations on G.T. and to and from connecting lines.
Sup. 38 E 150	Sup. 38 G.B.Y. 5	Nov. 18-11	Iron commodities between points in Canada.
Sup. 53 E 225	Sup. 53 G.A.A. 3	Dec. 15-11	Pig iron, c.l., from Hamilton, Midland, Toronto, Montreal and Jacques Cartier to various points in Canada.
E 2448	C.R. 118	Dec. 15-11	Absorption of terminal charges on export traffic via the port of Montreal.
Sup. 51 E 225	Sup. 51 G.A.A. 3	Nov. 6-11	Pig iron, c.l., Montreal to Renfrew, Ont., $1.50 per gross ton.
W 282 cancels W 213 W 256	202-B cancels 1610 200	Dec. 1-11	Class and commodity tariff from G. T. western lines stations to points in Canada.
Sup. 26 E 2352	Sup. 26 C.Y. 20	Nov. 27-11	Concentrated Acid, c.l., from Beloeil to Vaudreuil, 10 cts. per 100 lbs.
Sup. 6 E 2265	Sup. 6 C.U. 58	Dec. 26-11	Commodities from Buffalo, Black Rock and Suspension Bridge, N.Y., to stations in Canada.
Sup. 7 E 1165	Sup. 7 C.R. 28	Dec. 25-11	Weighing of c.l. traffic and allowances from track scale weights.
Baltimore & Ohio R. R.			
940 cancels 795	———	Dec. 13-11	Iron and steel articles from B. & O. stations to points on the M. C. R.R. in Canada and to points on the N. St. C. & T. Ry. and T. H. & B. Ry.
Sup. 1 820	———	Dec. 13-11	Iron and steel articles, B. & O. stations to points in Canada.

C.R.C.	R.R. No.	Effective.	Description.
Baltimore and Ohio R. R.			
Sup. 1 905	———	Dec. 1-11	Iron commodities, B. & O. stations to points in Canada.
934 cancels 799	———	Dec. 1-11	Spelter, zinc ashes, etc., B. & O. stations to points in Canada.
Central R. R. of New Jersey.			
544 cancels 382	———	Dec. 30-11	Pig iron, etc., c.l., C.R.R. of N.J. stations to Montreal.
534 cancels 456	———	Dec. 28-11	Empty glass bottles, c.l., stations in New Jersey to points in Quebec.
535 cancels 288	———	Dec. 28-11	Empty glass bottles, c.l., stations in New Jersey to Montreal and Quebec.
537 cancels 434	———	Dec. 29-11	Zinc oxide, c.l., C.R.R. of N.J. points to Montreal; 22 cts. per 100 lbs.
540 cancels 300	———	Dec. 30-11	Phillipsburg, N.J., to Valleyfield, P.Q.
525	———	Dec. 19-11	Class rates from C.R.R. of N.J., stations on the Canadian Northern and Quebec Railway Light and Power Railways.
530 cancels 399	———	Dec. 22-11	Cement, c.l., C.R.R. of N. J. stations to points on the Ottawa & New York Ry.
531 cancels 454	———	Dec. 24-11	New iron and steel rails, c.l., from Bethlehem, Pa., to points in Canada.
Pennsylvania R. R.			
Sup. 1 RR 32	———	Dec. 15-11	Pig iron on c.l., Pittsburgh and Kittanning, Pa., to points in Canada.
Sup. 5 RR 32	———	Dec. 31-11	Iron and steel rails, Pennsylvania R.R. stations, to points in Canada.
G.O. 370	———	Dec. 1-11	Iron and steel articles, Penn. R.R. stations to points on the G.T. Ry.
G.O. 376 cancels G.O. 53	———	Dec. 8-11	Castings, brass, bronze, iron and steel, P.R.R. stations to Bridgeburg, Ont.
J.J. 30 cancels J.J. 10	———	Dec. 15-11	Iron and steel articles from P.R.R. stations to points in Canada.
New York Central & Hudson River R. R.			
2054 cancels 1098	A 20899 cancels A 9909	Dec. 26-11	Leather, c.l., New York to Montreal, 18½ cts. per 100 lbs.
2082	A 20941	Dec. 26-11	Megnesite, c.l., New York to Montreal, 18 cts. per 100 lbs.
2056 cancels 1788	A 20905 cancels A 18494	Dec. 26-11	Cast iron pipes, c.l., Medina, N.Y., to Montreal.
2066 cancels 1179	A 20968 cancels A 10798	Dec. 28-11	Pigiron, c.l., Charlotte, N.Y., to Toronto, Ont., $2.00 per gross ton.
2051 cancels 1221	A 20868 cancels A 11502	Dec. 22-11	Iron ore paint, c.l., Ogdensburg, N.Y., to Hamilton and Toronto, Ont.
Canadian Northern Railway.			
Sup. 2 E 15	Sup. 2 E 15	Nov. 14-11	Commodities between C.N. stations and stations on the Central Ontario Ry.
New York, Susquehanna & Western R. R.			
2 cancels 7 & 123	1860 cancels 761 & 1295	Dec. 28-11	Iron or steel pipe, c.l., Paterson, N.J., to Montreal, P.Q.
Lake Shore & Michigan Southern Ry.			
Sup. 22 177	———	Jan. 1-12	New iron and steel rails, c.l., L.S. & M.S. stations to points in Canada.
Sup. 6 194	———	Jan. 2-12	Classes L. S. & M.S. stations to points in Canada.
Western Maryland R. R.			
65 cancels 27	———	Dec. 29-11	Machinery, c.l., York, Pa., to Toronto, 22 cts. per 100 lbs.
Erie Railroad.			
243	———	Dec. 1-11	Classes Erie R.R. stations to points in Canada.
Philadelphia & Reading Railway.			
365 cancels 354	———	Dec. 22-11	Class rates from P. & R. stations to points on the C.P.R.
Bessemer & Lake Erie Railway.			
Sup. 6 96	———	Dec. 20-11	Iron and steel articles from B. & L. E. stations to points in Canada.
Pere Marquette Railroad.			
Sup. 7 1365	Sup. 7 3428	Dec. 1-11	Commodities between P.M. stations in Canada; also to stations on connecting lines.
Buffalo, Rochester & Pittsburgh Ry.			
Sup. 10 330	Sup. 10 2981	Dec. 18-11	Iron and steel articles from B. R. & P. stations to points in Canada.
Central Freight Association.			
Sup. 8 205	Sup. 8 91-C	Dec. 5-11	Iron commodities, points in Western States to stations in Canada.
Duluth, South Shore & Atlantic Railway.			
279	11785	Dec. 20-11	Iron and steel articles, c.l., Sault Ste. Marie, Mich., to Walkerville, Ont., 18 cts. per 100 lbs.
Pittsburgh, Cincinnati, Chicago & St. Louis Railway.			
Sup. 3 P 43	———	Dec. 1-11	Commodities from P.C.C. & St. L. stations to points in Canada.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.

134. **Barbed Wire.**—A commission merchant in Havana wishes to carry a line of Canadian barbed wire. Correspondence is invited.

135. **Box Shooks and Box Wood Cases.**—A South African firm wishes to be placed in communication with Canadian manufacturers of box shooks and box wood cases of all descriptions.

136. **Brushes.**—A Newfoundland firm asks to be put in communication with Canadian manufacturers of brushes.

137. **Calcium Carbide.**—A Beunos Ayres firm is in the market for calcium carbide. Full information regarding cost, etc., must be given.

138. **Canned Salmon.**—A Barbados firm is in the market for canned salmon and wishes to get into correspondence with Canadian shippers.

139. **Cereals.**—A South African firm of commission merchants wishes to get in touch with Canadian manufacturers of oatmeal and breakfast foods.

140. **Condensed Milk.**—A Barbados firm wishes to get in touch with Canadian manufacturers of condensed milk.

141. **Condensed Milk.**—A firm in Japan wishes to get in touch with Canadian manufacturers of condensed milk. Full particulars regarding prices, etc., are required.

142. **Dried Fruits.**—A South African commission agent wishes to get in communication with Canadian manufacturers of dried fruits.

143. **Flooring Blocks.**—A Manchester firm asks quotations for flooring blocks.

144. **Flour.**—A Barbados firm of provision merchants wishes to get into correspondence with Canadian flour exporters.

145. **Furniture.**—A Newfoundland firm wishes to open correspondence with Canadian manufacturers of furniture.

146. **Gasoline Traction Engines.**—A South African National Union wishes to get into communication with Canadian manufacturers of gasoline traction engines for farming purposes.

147. **Handles.**—A Bristol firm asks quotations on ash hay fork handles of various lengths; also hickory sledge handles and pick axe handles.

148. **Hardware.**—A firm in Medellin, Columbia wishes to get in communication with Canadian manufacturers of hardware.

149. **Jams.**—A Newfoundland firm enquires for Canadian manufacturers of jams.

150. **Lard, Grease.**—A Lancashire firm wishes to get in touch with Canadian exporters of lard grease.

151. **Lawn Mowers.**—A Manchester firm which already sells American-made lawn mowers wishes to get in touch with Canadian manufacturers of the same.

152. **Maple Flooring.**—A Manchester firm wishes to be placed in communication with Canadian shippers of maple flooring.

153. **Newspaper.**—A large importer of newspaper in Havana wishes to get in touch with Canadian manufacturers of the same.

154. **Office Furniture.**—A Buenos Ayres firm desires to be placed in touch with Canadian manufacturers of office furniture, particularly rolled top desks and sectional bookcases. Prices f.o.b. steamer, and ocean freight rates, etc., must be given.

155. **Pine Goods.**—A Manchester firm wishes to receive prices on pine goods, first, second and third quality.

155. **Printing Paper.**—A Havana firm is in the market for large quantities of printing paper. Samples and prices are desired.

157. **Resin, Turpentine Oil and Residues.**—A Russo-German syndicate enquire for Canadian exporters of the above goods.

158. **Rock Elm.**—A Belfast firm using large large quantities of timber enquires for rock elm, No. 2 common or better. Grading widths, strictly clear.

159. **Skates.**—A Newfoundland firm is in the market for skates.

160. **Skewers.**—A Manchester firm wishes to get in touch with Canadian manufacturers of maple and hickory skewers of various sizes.

161. **Timber.**—A South African firm is in the market for various kinds of timber. Catalogues, prices, etc., are requested.

162. **Wood Dowels.**—A Manchester firm is in the market for large quantities of maple or birch dowel rods. 24 in., 30 in., 36 in. and 48 in. preferred.

163. **Woven Wire Fencing.**—A Buenos Ayres firm desires to be placed in touch with Canadian manufacturers of woven wire fencing.

164. **Wrapping Paper.**—A large firm of importers in Cuba desires to be put in communication with Canadian manufacturers of wrapping paper. Samples are desired.

AGENCIES.

1. **Agency Wanted.**—A New York firm wishes to secure representation for Canadian firms in the United States. The firm is well established and maintains a sale and clerical office with best facilities for handling business.

2. **Agency Wanted.**—A Glasgow manufacturers' agent wishes to take up some Canadian lines. He has good connections in the wholesale provision and grocery trade.

3. **Agency Wanted.**—A man of large general experience is opening a business as manufacturers' agent in Vancouver and wishes to secure a few more lines of Canadian goods. The enquirer has first-class references, and has had considerable European and Colonial experience.

4. **Agency Wanted.**—A Canadian now resident in France wishes to secure some lines of Canadian manufactured goods. He is already doing a general business as manufacturers' agent and has a wide connection through Southern France. Best of references can be given.

PARTIAL EMPLOYMENT WANTED.

Experienced salesman, thoroughly acquainted in the Maritime Provinces, is open for engagement between September 15th and June 1st, yearly. A commission arrangement will be considered. Address "Maritime," c/o INDUSTRIAL CANADA, Traders Bank Building, Toronto.

POSITION WANTED.

Expert in Lacquers and Enamels, etc., seeks position with Canadian factory manufacturing these goods, or with firm using them extensively. Has had long American experience in first-class factory. Can furnish references.

An amalgamation of the different electric railway lines in Montreal has been consummated by the transfer of the Montreal Street Railway Company, the Montreal Terminal Railway Company, the Park & Island Railway Company and the Public Service Corporation to the Montreal Tramways Company.

The Kootenay Jam Company, Mission City, B.C., will establish a cocoa and chocolate factory in connection with their present business. A large addition is being built to the present factory and this is being equipped in the most modern way. The new branch will be in running order before the end of the year.

NEW PATENTS

The following is a list of patents granted by the Canadian Patent Office to Canadians, and furnished by Fetherstonhaugh & Co., 5 Elgin St., Ottawa, Canada.

136,478, Daniel McFarlane, Hamilton, Ont.—Hack Saws. Daniel A. McFarlane & Gro. Sheldon Bingham.

136,482, Israel Pascal, Montreal, Que.—Railway Cars. I. Pascal & Moriss Ressler.

136,498, Winfield Hancock, Yost, Montreal, Que.—Dump Cars. The Hart-Otis Car Co., Ltd.

136,522, Henry Bird & Hubert Comber, Selkirk, Man.—Non-Refillable Bottles.

136,535, John H. Cassidy, Sault Ste. Marie, Ont.—Rail Bending Machines.

136,540, Jno. W. Evans, New Westminster, B.C.—Harness Strap Finishing Machines.

136,541, Wm. A. Fraser, Georgetown, Ont.—Collars.

136,543, Michael J. Galvin, North Bay, Ont.—Tobacco Holders for Pipes.

135,554, Jean Hogue dit Jean-Marie, Montreal, Que.—Hand Threading Shuttles.

136,564, Oscar Martin, Kenora, Ont.—Washboards.

136,566, Wm. J. Miller, London, Ont.—Radiator Valves.

136,577, Frederick Rothwell, Montreal, Que.—Track Sanding Apparatus.

136,582, John A. Shortt, Elk Lake, Ont.—Cam Bolts.

136,587, Job Wallace Taylor, Montreal, Que.—Wire Fence Stretching Apparatus.

136,597, Jas. A. Wilson, Ottawa, Ont.—Advertising Street Car Annunciators.

136,598, Robt. Winterhalder, Kamloops, B.C.—Automatic Electric Cut Out Switches.

136,602, Jno. C. Lease, Hamilton, Ont.—Roll Music Punches. Jno. C. Lease, C. Bartels & E. Janzen.

136,603, Wm. A. Fifield, Swift Current, Sask.—Wind Mill Governors. Wm. Fifield.

136,606, Wm. H. Heeson, Toronto, Ont.—Fire Chambers. E. Heeson.

136,608, Jno. Wm. Anderson, Hamilton, Ont.—Door Housings. Jno. Wm. Anderson & Allith Mfg. Co., Ltd.

136,618, W. Hancock Yost, Montreal, Que.—Car Door Operating Mechanism. The Hart-Otis Car Co., Ltd.

136,635, A. McCulloch & H. Carter, De Bert Station, N.S.—Railway Ties.

136,662, A. Dube, Edmonton, Alta.—Devices to Steady Wagon Tongues.

136,673, Jas. M. Jones, Hamilton, Ont.—Safety Guards.

136,681, Ed. Lambier, Winnipeg, Man.—Clasps for Boot Laces

136,684, D. Leger, Riceville, Ont.—Potato Bug Pickers and Destroyers.

136,688, A. A. MacDonald, New Glasgow, N.S.—Railway Spike Holders.

136,692, O. E. Mayhugh, Edmonton, Alta.— Screens.

136,705, Jno. Sargeson, Cobalt, Ont.—Pulleys.

136,710, Wm. E. Smith, Winnipeg, Man.—Nut Locks.

136,712, O. Teigen, Lansack, Sask.—Anti-Skidding Devices.

136,713, Jno. G. Tye, Toronto, Ont.—Hot Water Superheaters for Locomotive Boilers.

136,718, B. Eeidler, Wessington, Alta.—Motor Sleighs.

136,720, Jos. Woods, Herbert, Sask.—Grain Doors.

136,882, C. W. Sockett & Wm. H. Harrison, Toronto, Ont.—Tail Lights for Automobiles.

136,883, C. K. Fotheringham & A. R. Laing, Montreal, Que.—Advertising Devices.

136,890, Wm. P. Armstrong, Montreal, Que.—Skees.

136,894, T. Bernier, Sherbrooke, Que.—Ash Sifters.

136,897, Ed. I. Brand, Toronto, Ont.—Water Purifiers.

136,902, R. McIntyre, Coram, Winnipeg, Man.—Well Shoes.

136,909, Wm. J. Dunn, Montreal, Que.—Acetylene Generators.

136,914, H. C. Ferrie, Victoria, B.C.—Metal Reinforcements for Building Purposes.

136,917, S. D. Gelkerson, Winnipeg, Man.—Reinforcing Shape Keeping Cards for Clothes.

136,921, Wm. Hargrove, Hamilton, Ont.—Ironing Boards.

136,962, Jno. Swainson, Seeburn, Man.—Oiling Devices.

AMONG THE INDUSTRIES

The F. C. Burroughs Furniture Co., Toronto, will erect a warehouse at a cost of $25,000.

The Lantz Marble Co., Buffalo, will establish a branch of their industry at Bridgeburg. Ont.

The M. Langmuir Manufacturing Co., of Toronto, will build a small addition to their factory.

Steel & Radiation, Ltd.. have a new building in course of erection in St. Catharines, Ont.

The William Davies Co., Toronto, are making a $20,000 addition to their plant in that city.

The Katie Foundry Co., Galt, will erect a foundry for the production of grey iron castings.

The Penobscot Lumber Co., Martin Head, St. John County, N.B., will erect a large mill next spring.

The Walthausen Hat Co., of Brockville, are making additions and improvements to their factory.

The Canadian Sirocco Co., a branch of a United States company, will establish a plant in Windsor.

The Dominion Carbonic Gas Co., will erect a factory in Toronto. Plans have already been prepared.

The National Breweries, Ltd., Montreal, will erect an addition to their bottling factory to cost $10,000.

The Dominion Mahogany and Veneer Co., Lachine, P.Q., will spend $75,000 on a new plant in that town.

The Dominion Casket Co. will erect a large factory in Guelph, if the ratepayers vote a loan of $25,000.

It is reported that W. H. Cushing, of Calgary, will erect a factory for the manufacture of street car bodies.

A new cement plant is projected for Edmonton. It is supported by a strong company of Western capitalists.

A twelve-storey office building will be erected in Vancouver. Heath, Gore & Nurse, Vancouver, are architects.

The National Paper Company, Limited, have commenced the manufacture of coated paper at Valleyfield, Que.

The Magnetic Wheat Food Co., Halifax, N.S., are considering the establishment of a branch factory in Calgary.

Logan Bros., Ltd., Renfrew, Ont., are about to install the necessary equipment in their mill for making blankets.

A company is considering the establishment of a factory in Tavistock, for the manufacture of musical instruments.

The W. P. Dymond Co., Strathroy, Ont., furniture manufacturers, are considering extensive additions to their plant.

The Corporation of the City of Montreal will establish a refrigeration plant in connection with the Bonsecours market.

It is reported that the Stewart Sheaf Loader Co., Winnipeg, have purchased a site for an eastern factory in Guelph, Ont.

The Dominion Trust Co., Vancouver, will erect an office building at an approximate cost of a quarter of a million dollars.

The Guelph Stove Co. are considering the enlargement of their factory. They are negotiating with the city in the matter.

The town of Brampton will vote on a proposal to grant a loan to the Pease Foundry Co., to assist them in building a foundry there.

The Toronto Carpet Manufacturing Company are operating the mill in Hespeler formerly operated by the Canada Woollen Mills.

A Cleveland, O., capitalist has acquired extensive clay deposits near Lundbreck, Alta., with the intention of establishing a brick plant.

Contracts have been let for the $1,500,000 Fitz-Carlton Hotel Co., in Montreal. Warren and Wetmore, New York, are the architects.

A new steel company is being organized in Hamilton, Ont. A site has been secured and it is intended that a $60,000 plant be erected.

The Western Foundry Co., Wingham, Ont., will receive a loan of $10,000 from that town in consideration of their building a suitable foundry there.

The British Canadian Explosive Company will build a large plant near Sherbrooke, P.Q. One hundred acres have been purchased for a site.

The firm of Samuel Wener & Co., clothing manufacturers, in Montreal, has been incorporated as a joint stock company with a capitalization of $150,000.

The Queen Dress & Waist Co., Ltd., with a capital of $50,000, has been incorporated to take over the business of the Queen Dress & Waist Mfg. Co.

The O'Keefe Brewing Co., Toronto, have under construction a large new malting house, to replace a smaller one torn down to make room for the new structure.

The Dominion Canners, Ltd., are considering extensive additions to their present string of factories. Five hundred thousand dollars will be spent on new buildings.

BRITISH COLUMBIA

Manufacturers' agent with considerable European and Colonial experience about to start business at **Vancouver** is desirous of representing a few more Manufacturers. A 1 references.

Address enquiries to C. B. A.

Industrial Canada Office, - TORONTO

LIQUIDATOR'S SALE

Of the Assets (as a going concern) of Canadian Gas Power and Launches, Limited, Manufacturer of Stationary and Marine, Gas, and Gasoline Engines, and of Motor Launches, Dufferin St., Toronto.

Tenders will be received, addressed to John Mackay, Liquidator, 7 King Street East, Toronto, marked: "Tender re Canadian Gas Power and Launches, Limited," up to four o'clock p.m. of the 31st day of January, 1912, for the purchase of certain assets of the above-named Company hereinafter referred to. Such tenders shall be under seal, and for the purchase of such assets of the Company as a going concern, as follows:—

1. The valuable freehold property in the City of Toronto upon which the business of the company has been carried on for the last five years, namely:—Part of Lot Number Eighty-one (81), and all of Lots Numbers Eighty-two (82), Eighty-three (83), and Eighty-four (84), and parts of Lot Eighty-five (85) on the east side of Dufferin Street, and Lots Seventy-six (76), Seventy-seven (77), Seventy-eight (78), Seventy-nine (79), and part of Lot Eighty (80) on the west side of Mowat Avenue, all according to registered Plan Number "684" (as amended by Plans "1096" and "1105"), which said parcels or tracts of land are more particularly described in the deed to the said company, and have a frontage of about 258 feet 4 inches on the east side of Dufferin Street south of King Street by a depth of about 305 feet 6 inches to Mowat Avenue, and having a frontage on Mowat Avenue of about 232 feet. The property is convenient to the rights of way of the Grand Trunk Railway and the Canadian Pacific Railway, and there are ample siding and shipping facilities for handling freight over the said railway lines from the said property. The land is rapidly appreciating in value and at this date is valued by the liquidator at $75,000.00.

2. The main buildings on the said property, comprising a large machine shop 241 feet 10 inches x 80 feet, and an auxiliary building of 155 feet 6 inches x 40 feet, both of mill construction, with concrete walls to a height of five feet and concrete floors and splendidly lighted, which with annexes are valued by the liquidator at $27,688.00.

3. The machinery, plant and general equipment in the said buildings, consisting generally of the requisite machines for the complete manufacture of gas and gasoline engines, with overhead equipment of shafting, pulleys, etc., and all the valuable machine tools, jigs, dies, etc., connected therewith; the pattern shop, brass foundry, blacksmith shop and testing shop equipment; the attendant patterns and drawings, power plant, lighting and heating apparatus, producer gas plant, yard equipment, etc., etc., the whole of which has been valued by the liquidator at $53,082.70, and which are more fully described in the inventory hereinafter referred to.

4. The stock-in-trade, consisting principally of completed engines and repair parts, boat fittings, and raw and miscellaneous materials, which has been valued by the liquidator at $51,751.81, and which is more fully described in the inventory hereinafter referred to.

5. All the right, title, and interest of the company in and to a frame building about 120 feet x 30 feet 2 inches, used by the company for boat building purposes, and situated on the lake front at the foot of Spadina Avenue; such building being valued by the liquidator at $2,338.00.

Plans of the premises and fully detailed inventories of the machinery, plant, general equipment and stock in trade, briefly referred to above, may be obtained from the said liquidator, who will also give prospective purchasers full information touching the nature, conditions and outlook of the business and every facility for the inspection of the said assets.

An agreement of sale and purchase shall be entered into by the successful tenderer, particulars of which may be obtained from the liquidator, and which shall provide that conveyances and delivery of possession shall be given on the expiration of twenty days from the acceptance of the tender and upon payment as hereinafter provided.

Terms of Payment: $60,000 shall be paid in cash by the purchaser on delivery or tender of possession. The remainder shall be paid in four equal consecutive half-yearly instalments, the first of which shall fall due at the expiration of six months from such delivery or tender of possession, and all unpaid purchase money shall bear interest at the rate of six per cent. per annum from such date until paid, and to be payable at the times when above further instalments of purchase money become due. Such instalments to be secured to the satisfaction of the liquidator. Promissory notes on above terms shall be given the liquidator for the deferred instalments in addition to any such security. The purchaser may, at his option (to be exercised in writing within three months next after delivery or tender of possession) pay the whole purchase money in cash, in which event he shall be allowed a discount of five per cent. upon the amount of the purchase money in excess of $60,000.

A marked cheque payable to the liquidator for five per cent. of the amount of the tender must accompany each tender, and will be returned if the tender is not accepted.

The business of the company has been carried on by the liquidator with the object of meeting, without interruption, the general requirements of its customers, and of maintaining intact its profitable repair business and valuable goodwill. The company's past operations have embraced the area of Ontario, Quebec, and the Maritime Provinces.

The premises and plant on Dufferin Street as above described are admirably suited for the purpose of manufacturing motor boats and gas and gasoline engines, either alone or in combination with the manufacture of motors and automobiles for delivery and draught purposes. All these branches of business rest on sound and permanent economic foundations, and are capable of continuous and highly profitable development. The premises being in close proximity to the main lines of the Grand Trunk Railway Company and the Canadian Pacific Railway Company contain valuable facilities for the economic handling of inwards and outwards freight.

Certain incumbrances are registered against some of the property above described, which will be discharged out of the proceeds of the sale.

The liquidator will have until and including the 14th day of February, 1912, to accept any tender, but he shall not be under any obligation to accept the highest or any tender.

The other conditions of sale are the standing conditions of sale of the courts as far as applicable.

For further particulars apply to the said liquidator at his offices, 7 King Street East, Toronto.

Dated the 13th day of November, 1911.

JOHN MACKAY, Liquidator

A brewery is to be erected in Calgary at a cost of $100,000.

The Royal Bank is building a $50,000 branch in Saskatoon

Stanfields, Ltd., will build an addition to their mills in Truro, N.S.

The Canadian Hart Wheels, Ltd., will erect a new factory in Hamilton.

W. B. Levack will erect a tannery in Toronto at a cost of $13,000.

The Barber & Ellis Co. will erect a new plant in Brantford, Ont.

The Wingham Implement Co. will establish a factory in Wingham, Ont.

The Royal Bank of Canada will erect an $80,000 building in Edmonton.

The Tilbury Handle Company are building a factory in Tilbury, Ont.

The Dominion Rock Drill Co., Ltd., are about to erect a factory in Napanee, Ont.

The Aylmer Canning Co., Aylmer, Ont., are building a $45,000 canning factory.

The Canada Cement Co. will double the capacity of its plant at Port Colborne.

The Copland Brewing Co., Toronto, will erect a $50,000 addition to their plant.

The Cooper Cap Co., Toronto, will build a new factory and warehouse in that city.

The Scotland Woollen Mills, Ltd., Toronto, will erect a warehouse at a cost of $28,000.

The Bank of British North America will build a branch bank building in St. John, N.B.

The capital of the Macfarlane Shoe Company has been increased from $150,000 to $300,000.

The Builders' Exchange, Winnipeg, will erect an office building twelve storeys in height.

ONTARIO & NORTH-WEST BRANCH

LONDON & LANCASHIRE FIRE INSURANCE COMPANY

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TORONTO

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The Dominion Abrasive Wheel Co., Ltd.
NEW TORONTO, Ont., Canada.

INDUSTRIAL CANADA

ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

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INDUSTRIAL CANADA

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COMMENT OF THE MONTH.

The Panama Canal.

SHALL United States ships get a preference over those of other countries in traffic through the Panama Canal, is a question which is now commanding the attention of the shipping world. The suggestion has been made that a preference of a dollar and a half a ton be granted to ships built in the United States. In opposition to this it has been pointed out by Great Britain that such discrimination would be in violation of the Hay-Pauncefote treaty. A means of attaining the same end, while still holding to the letter of the treaty, is now under discussion, namely, to charge all ships the same tolls, but to grant a bounty covering the amount of the tolls on all American shipping. The Panama Canal will be open to traffic in 1913, and will, when completed, represent an expenditure, it is believed, of five hundred millions of dollars. In addition to this the maintenance will represent an annual charge of $5,000,000. To cover this canal tolls will undoubtedly be charged. The charge in the case of the Suez Canal is two dollars a ton, but there is no discrimination for or against any country. It is to be hoped that conditions will not develop which will have a tendency to retard the use of this great waterway, constituting, as it does, the greatest boon possible to the people of the western coast of North and South America. Within easy reach of the canal by water is a population of 14,000,000, purchasing and selling goods annually to a value of $135,000,000. This great market the Panama Canal will open up. Then for the whole western coast of America the new waterway will provide shipping facilities, which will cut off seven thousand miles in the trip from New York. It has been estimated that the transcontinental business transacted now by the railways represents four million tons a year. The freight rate on this enormous tonnage is two, three, or four times as high as it will be by water on the new short route. For instance, about one million tons of California fruit are sent East at an average cost of $25.76 a ton. Ship owners believe that on a modern sixteen-knot steamer, with refrigerating facilities, this fruit can be shipped from California to New York at $7 a ton. The opening of the Panama Canal will certainly create great activity on the Pacific coast, an activity in which the Canadian ports will amply share. Developments will be watched with the utmost interest in Canada.

Cheaper Parcel Post.

PARCELS Post continues to be agitated in the countries which do not enjoy a cheap system of carriage for small parcels. The people of the United States are asking why they should pay more to send five pounds from one town to another within a few miles of each other than the British consignor pays to send the same parcel from England to any part of the United States. The same problem presents itself in Canada. We are confronted with the double disadvantage, a high rate and

a low maximum weight. Yet the finances of the postal department are such as to justify an improvement in the service. A surplus has been shown regularly for several years. The common limit of the Universal Postal Union is eleven pounds. Towards this goal the United States are moving with steady tread. Two bills were before the last Congress, the aim of both being to increase the service so as to admit of the sending of an eleven pound package, and the reduction of the rate to one cent for two ounces. Much evidence was taken by a special committee and wide publicity was given to the information collected. There does not seem to be much strength in the stock argument of the opponents of cheaper parcels post. They urge that cheap parcels post is possible in Europe because the population is dense and the distances short. In this country, on the contrary, population is still sparse and distances long. These conditions no doubt exist and quite possibly will prevent the establishment of rates as low as those obtaining in Germany. But they do not establish a case against an improvement in the present system. Moreover, the very conditions mentioned present phases which are highly favorable to a better system. Owing to the sparseness of population the post offices and postal cars are not for the most part working to their full capacity. They could give an additional service without adding greatly to the number of employees or the wage charge. In other words the output could be increased without adding to the overhead expenses. This point is very strong in the case of the recently established rural delivery routes. Here a wagon is necessary which could carry parcels to the farmers along the route without additional trouble or expense. It would be just one more means of bringing the advantages of the city to the door of the farmer. The reverse is, of course, one of the most desirable accomplishments, the bringing of the farmer's produce to the table of the city dweller. So many and various are the advantages flowing from cheap and efficient parcels post that it will be necessary for its opponents to advance a far stronger case than they have yet done if they are to succeed in heading off a measure of relief. Parcels post as they have it in Europe will become a powerful slogan.

Industries for the West.

"THE day of big orders from the West is passed," said a manufacturer recently. He referred to the condition of only a few years ago when western merchants bought once or at most twice a year and themselves carried the stock for the long period. They now buy their goods as do the merchants of Quebec or Ontario, week by week or month by month. The manufacturer who is not on the spot, with his travelers calling regularly and his warehouse or branch factory near at hand to fill the orders, has a poor chance in the competition for business. A new phase of development is just opening up for Western Canada—an industrial development which shall be complementary to the agricultural development of the preceding period. The cities and towns west of the lakes have already developed a momentum which has broken all previous records in population making. In the past this has been to a large extent the result of the inrush of those classes who minister directly to the needs of a great people, store-keepers, professional men, salesmen and land agents. Now has come the second stage of progress, the establishment of productive industries. In Winnipeg, which was the first city in the middle west to become a distributing centre, a great wholesale business has grown up, and supplementary to this has developed at first repair shops and later branch factories. In that city the warehouses of course represent Eastern firms which have seen the necessity of carrying a stock on the spot. The factories are in the majority of cases the branches of industries which, having been established in the East, have accepted the situation as they have found it and have commenced making western goods for western people. A glance at the names of the companies operating in Winnipeg is sufficient to prove this. The tide is flowing fast. In the future throughout the West industrial growth will not come so much from new industries being started as from branch factories being established by the manufacturers in the East who have already experienced the greatness of that market. An increasing number of Canadian manufacturers will, from now on, be setting up places of business in one of the numerous cities which have transportation and power facilities to offer. Tall chimneys will mark the coming of eastern manufacturers to western consumers.

The Basis of Prosperity.

ANNOUNCEMENT is made that 120,000 settlers from the United States entered Canada last year. They brought with them property and cash to a value of $20,000,000. That is one of the reasons why business continues good in Canada, while it is slack in the United States. The settlement of the West is proving of inestimable value to all parts of the country. To the West itself it is making possible the building of new railway lines, the bringing of all sections within reach of many institutions of civilization, and the extending of the area of commerce so as to make trade both easy and profitable. For the East it creates continually new markets. With the filling in of the vacant places a breadth develops which is needed in filling out the nation. Canada has extent. What is most urgently needed now is depth. A new population of a quarter of a million yearly will soon give us that compactness which we desire. The past summer has not been a good one for the western farmers. A particularly promising spring and summer were turned into a wet and unfavorable autumn, with the result that much grain was not

threshed at all, and that which was threshed was of inferior grades. A compensating feature comes in the fact that the lower grades are commanding a much better price than was at first expected. The outcome may not be an unqualified evil. The danger of a system of agriculture wherein the whole year's profits depend upon the success of a single crop is obvious. Every farmer becomes a gambler, and betting against an early frost is of doubtful wisdom. The necessity of developing a system of mixed farming has been brought home this year. That will come with experience. Meantime with a great increase in population, with the farmers equipped with the best labor-saving machinery and with an insatiable demand for the products of the farm, Western Canada has a bright future.

City Planning.

AN admirable report has just been brought in by the Civic Committee in Toronto, of which Sir William Meredith is Chairman, suggesting large schemes for improving the city. The general tenor of the report is suggestive of the need for working along a fixed plan. At present, as has often been pointed out before, streets and parks are laid out to suit the apparent need of a certain locality at a certain time. Unfortunately there is no co-ordination between the parts. No parkways or boulevards connect the park units. There is no continuous driveway to add to the beauty or usefulness of the parts. The employment of a good landscape gardener is urged, so that cognisance may be taken of the future growth of the city and parks, and streets may be fixed with a large view to the betterment of the whole city. With a plan such as is suggested all expenditures would be made towards the ultimate completion of a definite scheme. In addition to the suggestions for park improvement the committee recommend the establishment of a Federal Square, which will be the location for Dominion Government buildings, including a new post office, which it is recognized must soon be conceded to Toronto. From this Federal Square, which would be flanked by the City Hall and Osgoode Hall, would run a broad thoroughfare to Front Street, where the proposed Union Depot is expected to be built. Running northwest would be a diagonal street. The value of diagonal streets has scarcely been appreciated heretofore. The absolute waste of time resulting from the present system of street location is enormous. To get north-east or north-west one has to travel on two sides of a triangle. Thousands and thousands of citizens are compelled to take this circuitous route daily. For years the desirability of cutting through the city in both directions has been pointed out by those who have given attention to civic improvement. So far the problem has been too big for the men at the head of civic affairs. The time is approaching when the citizen body as a whole will appreciate the value of good town planning in all its parts and will force the governing body to progress. The work of such bodies as that over which Sir William Meredith presides is doing much to arouse public sentiment.

The Value of Advertising.

WITH the first of January the newspapers of Canada commended the biggest advertising campaign which has ever been inaugurated in this country. It is advertising for advertising, and will consist in educating the producer up to the advantages which accrue from advertising. On the other hand the consumer will be shown the advisability of buying goods that are advertised, goods which carry a brand and which accordingly are kept up to a certain standard. This side of salesmanship has not so far received the attention which is its due. Day after day and week after week the people of Canada from one coast to another are treated to a perfect gorge of United States advertisements. The magazines and weekly papers coming from the United States have a larger circulation than any papers published in this country. These carry great advertising sections of foreign goods, and the advertisements are attractive, strong and compelling. What is the result? That in many lines specific articles of United States manufacture are as familiar to the consumers of Canada as similar articles made in Canada are unfamiliar. Under the circumstances there is little doubt as to which the average consumer will buy. Price and place of manufacture are not the deciding factors in a purchase. Knowledge of the article, familiarity with its peculiar merits, these are what count, and they are impressed on the public mind only by advertising. A dozen examples of Canadian made goods which have won immense success through advertising will at once suggest themselves. In soaps, food products, fountain pens, and other lines, certain manufacturers have made the market their own. How? By advertising a "brand." How many others are fighting an up-hill fight because their products are not known as well as those of their competitors. Aggressive publicity work must be used against the aggressiveness of foreign manufacturers.

The Business Tax.

THE hardship which a business tax can impose upon industry increases as cities approach metropolitan size. It not only adds to the burden of the business man, but also forces him to contribute indirectly to the mushroom fortune of the land speculator. The citizen who owns vacant land pays taxes on its assessed value. The citizen who owns a shop or factory is assessed for the value of his land and building, and also pays taxes for the privilege of carrying on his business. That is, if the vacant land of the former is worth $50,000, he pays

taxes on that amount; but if the latter owns a factory worth $50,000, and operates it instead of letting it stand idle, he is assessed on 160 per cent. of its value, or $80,000. This constitutes a strange state of affairs. The manufacturer who invests his capital in productive industry, and whose ingenuity and labor extends the prosperity of a city, is heavily taxed for his services to the community; while the land speculator, whose holdings are increased in value by the activity of the manufacturer, escapes his just proportion of the burden. Strictly speaking, the owner of a vacant lot is in business. He invests capital and, as the city grows, he receives a profit. He differs from the bona fide business man in that he is spared the cost of operation and maintenance, which surely cannot be construed into an argument from exempting his activity, or profitable passivity, from taxation. In justice to the manufacturer, the business tax should be reduced.

The Canadian Bank of Commerce.

SIR EDMUND WALKER, President of the Canadian Bank of Commerce, in his address to the annual meeting of the bank, gave a condensed analysis of the financial and commercial status of Canada which created widespread interest. He stated that we must enlarge the volume of products for export in order to secure a more equitable balance of trade than last year, when our imports exceeded our exports by $175,000,000. His warnings that we must conserve our credit, must guard against the reckless creation of mergers, should avoid the undue extension of municipal and Government ownership and should look askance at real estate booms, illustrate the conservatism which has done much to enhance his reputation as a banker. The statement of Mr. Alexander Laird, General Manager, was very satisfactory. The net profits amount to $2,305,409, being $467,344 greater than those of the preceding year, and providing a return of 21.76 per cent. on the capital invested.

Developing Victoria's Harbor.

THE citizens of Victoria, B.C., hope that before the new year is far advanced a programme of development will be commenced which will make the harbor of that city one of the finest on the Pacific Coast. The manufacturing and shipping industries are much elated in consequence, as trade has been heavily handicapped by the lack of adequate harbor facilities. Mr. Coste, formerly Chief Engineer of the Public Works Department, who was largely responsible for the improvement of the ports of St. John, N.B., and Montreal, has been inspecting the harbor of Victoria with a view to ascertaining what should be done for the protection of ocean vessels and for the convenience of ships plying along the coast. This will probably result in a programme for both the outer and inner harbors, which may be started immediately, but which will require some years to complete. This scheme will include one breakwater, perhaps two, and will necessitate the expenditure of money, which the people of Victoria naturally judge would be justifiable in view of the importance of the harbor to Canadian commerce.

Workmen's Compensation.

THE attention of our readers is directed to an article in this issue on the problem of compensating workmen for injuries received while pursuing industrial occupations, by Mr. Wegenast, Legal Secretary of the Canadian Manufacturers' Association. This question is of vital importance to every employer of labor. Many men have puzzled over it and no one has found a satisfactory solution. Mr. Wegenast points out that all the compensation systems in the history of industry can be included in the following classification: individual liability, collective liability and state liability. He prefaces his investigation by taking the high ground that "for reasons both humanitarian and economic the prevention of accidents should be a prime consideration." Compensation, he says, should be associated with a system of inspection and special education along the lines of prevention. It should be provided in every case of injury without the onus of proof resting on the workman. Compensation should be in the form of substitution for wages lost, and should be granted to all classes of laborers. It should be constant, permanent, definite, ascertainable, economical, efficient and free of "red tape." In his opinion, individual liability systems violate almost all the above principles, in addition to being wasteful in the extreme, and conducing toward litigation. The systems of collective liability and state liability have proved to be satisfactory, he says, in Germany and the United States. Owing to the actuarial and economic complexities of the problem, he urges upon the Ontario Legislature the necessity of careful investigation and consideration before any system is finally adopted, in the hope that the Province will be able to "afford a permanent and satisfactory solution."

Appointment of Fire Marshals.

THE Ontario Legislature will find difficulty in refusing the joint requests of the Canadian Manufacturers' Association, the Provincial Association of Fire Chiefs, the Association of Mutual Fire Insurance Companies and the Boards of Trade for the appointment of a Provincial Fire Marshal. The duties of such an official and his assistants would be to examine into the cause of every disastrous fire, and to inspect premises

with a view to the prevention of combustion. Under the direction of Fire Chief Thompson, of Toronto, who has been appointed Chairman of the Committee which will wait upon the Legislature, the necessity of such action is being impressed upon the public. The Government has been approached several times during the past few years, but has always turned aside deputations with the plea that no funds were available to establish the required system. It is pointed out, however, that provision was made for the Provincial Police. On the whole, Ontario is a law-abiding Province, and there is every reason to believe that a Fire Marshal, with a good organization and competent assistants, would do more to prevent loss of life and damage to property than the Provincial Police. The great fire waste in North America has resulted in the appointment of Fire Marshals in many sections of the United States, and experience proves that their vigilance and intelligence save much more than the cost of their maintenance. On material grounds alone the establishment of a provincial fire prevention and investigation system would be justified; but when the desirability of saving life is taken into account, legislation becomes imperative.

The Merchants Bank of Canada.

THE annual report of the Merchants Bank of Canada, as presented to the shareholders by the General Manager, Mr. E. F. Hebden, shows that the net profit of the year, after payment of charges, rebates on discounts, interest on deposits, and making full provision for bad or doubtful debts, amounted to $1,179,581.03, which with the balance of $99,297.15 brought forward from November 30th, 1910, made a total of $1,278,878.18. In speaking of this gratifying state of the bank's affairs the President, Sir H. Montagu Allan, pointed out that, in spite of the increase of the dividend to 10 per cent., $100,000 had been written off the Bank Premises Account; $50,000 had been added to the Officers' Pension Fund; $50,000 had been placed in the Reserve Fund, and $58,878.18 had been carried forward to next year's Profit and Loss Account. In order to keep pace with the expansion of business, the directors are issuing $1,000,000 worth of new stock.

A Year of Works.

THE year 1912 will be a record year for public and semi-public works in Canada. The railways will make strenuous efforts to provide for the approaching increase in national trade and commerce. In this respect no owner of railways will be more active than the Dominion Government. The "Mountain" and "Eastern" sections of the Grand Trunk Pacific will be driven far towards completion. Progress will be made on the preliminary construction of the Hudson Bay Railway and the task of adjusting the traffic of the Intercolonial to that of the roads recently leased in the Maritime Provinces will no doubt be performed satisfactorily. The proposed extensions to the Temiskaming and Northern Ontario Railway will be carried out in part by the Ontario Government, and there is every reason to believe that they will increase the efficiency of this already successful road. The transportation companies are ambitious to maintain the government standard of activity. The C. P. R. will begin to spend about six million dollars in Toronto, and the C. N. R. contemplate huge expenditures in Montreal. Navigation, express, telegraph and telephone companies are improving and enlarging their systems in order to keep the pace. 1912 may also set a record for municipal works. The towns and cities of Canada are growing at a remarkable rate, as the following examples indicate:

City.	Pop. in 1901.	Pop. in 1911.	Increase.
Montreal	267,730	466,197	198,467
Toronto	208,040	376,240	168,200
Winnipeg	42,340	135,430	93,090
Vancouver	27,010	100,333	73,323
Calgary	4,097	43,736	39,639
Saskatoon	113	12,002	11,889

Although Toronto has just completed a trunk sewer costing $2,200,000, and a filtration plant costing $750,000, and has spent $2,750,000 on a hydro-electric system, and $800,000 on storm sewers, and is spending $1,100,000 on civic car lines, the ratepayers at the recent municipal elections cheerfully voted $2,200,000 to complete the hydro-electric system. This is only one example of municipal construction. From Montreal, from the rising towns of New Ontario, from the wonderful village-to-city communities of the West come similar reports of energy, enterprise and expenditure. Canadian manufacturers must be prepared to fill or deliver big orders in 1912.

GROWING



Keep the Ball a-rolling, Robert

EXECUTIVE COUNCIL PROCEEDINGS

Business Transacted National in Scope. Test Case to be Proceeded with in British Columbia. Orders of the Dominion Railway Commission.

Mr. Robt. McLaughlin, Vice-President for Ontario, occupied the chair at the December meeting of the Executive Council, which was held in the Board Room of the Traders Bank on December 14th, at 2 p.m. There were also present, —G. F. Benson, Montreal; Henry Bertram, Dundas; Geo. Brigden, Toronto; W. P. Cohoe, Toronto; J. A. Coulter, Ingersoll; Honourable E. J. Davis, Newmarket; W. L. Edmonds, Toronto; J. F. Ellis, Toronto; P. W. Ellis, Toronto; John Firstbrook, Toronto; Atwell Fleming, Toronto; J. H. Fryer, Galt; W. K. George, Toronto; Sam Harris, Toronto; S. R. Hart, Toronto; Jas. Litster, Toronto; C. B. Lowndes, Toronto; J. S. McKinnon, Toronto; J. A. McMahon, Hamilton; Geo. H. Olney, Montreal; A. T. Reid, Toronto; J. D. Rolland, Montreal; W. H. Rowley, Hull; J. E. Ruby, Smith's Falls; T. A. Russell, Toronto; Geo. W. Sadler, Montreal; W. T. Sampson, Gananoque; Alex. Saunders, Goderich; J. R. Shaw, Woodstock; J. F. M. Stewart, Toronto; R. Thomson, Paris; W. B. Tindall, Toronto; H. J. Waddie, Hamilton; and Geo. W. Watts, Toronto.

The minutes of the November meeting, as published in INDUSTRIAL CANADA, were taken as read.

Treasurer's Report.

In the absence of Mr. Booth, the report of the Treasurer was presented by the Secretary. It showed receipts for the month of $5,478.92 and disbursements of $4,716.37, leaving a balance on hand, including the balance carried forward from October, of $10,363.72.

On motion of Messrs. Bertram and Waddie the report was received and adopted.

Finance Committee.

The report of the Finance Committee, read by Mr. J. S. McKinnon, recommended the payment of accounts for the month totalling $3,340.10. It also recommended the immediate voting of appropriations for future extensions, all of which, it was explained, could be met out of the current revenue from membership fees.

As regards a Western Secretary, the Committee recommended that nothing be done until the by-laws had been amended so as to provide for a substantial increase in the membership fees.

On motion of Messrs. J. S. McKinnon and J. R. Shaw the report was received and adopted.

Advisory Committee.

The report of the Advisory Committee was presented by Mr. W. K. George. It began with a statement of estimates for 1911-12, showing the items that would necessarily have to be increased providing the work of the Association were to be efficiently handled. These estimates represented, on the whole, an increase of more than $14,000 over the expenditure for 1910-11. In view of the fact that not more than $5,000 of this could be met out of the current revenue from membership fees, the Committee suggested that the fees should be increased in conformity with a schedule that would yield the revenue necessary.

In moving the adoption of the report, Mr. George stated that the Committee had gone carefully into the estimates, and that they were under rather than over the mark of what was really required. He cited the need of a Western Secretary as one which really ought to be taken care of at once. Considering the benefits at present derived by the membership at large from the Association's work, he considered the fees extremely moderate. He did not think that there would be many objections to a large fee, even though it were not proposed to extend the scope of the Association's work; considering, however, the large increase of efficiency which would follow the raising of the fees, he believed that members would agree to the advance almost unanimously.

Suggestions were advanced by Mr. Sampson and Mr. Harris, advocating, respectively, the fixing of the fee by pay roll and by output, instead of by the number of employees. Mr. Rowley also suggested that the fee for second memberships should be considerably more than the amount shown on the schedule. None of these gentlemen, however, moved to amend the report, consequently its adoption, seconded by Mr. T. A. Russell, was carried.

Parliamentary Committee.

The following matters were dealt with in the report of the Parliamentary Committee, as read by its Chairman, Mr W. B. Tindall:—

Test Case in British Columbia.

Your Committee have given most careful consideration to this matter, with a view to making a final recommendation to the Executive Council upon the question of bringing or supporting a test case upon the validity of the British Columbia Companies Act as representing a type of legislation adopted in recent years by most of the provinces of irritating restriction upon inter-provincial trade throughout Canada. Since the introduction of the first Act in the Province of Ontario, eleven years ago, one province after another has introduced more drastic legislation, prompted in many cases by a spirit of retaliation, with the result that those Acts now form a considerable barrier to inter-provincial trade and a menace to sound business conditions. The opinion is freely held in legal circles that the Acts, in some of their aspects at all events, are *ultra vires* of the provincial legislatures, but in the absence of judicial decisions the question remains open, and it is impossible to advise in any particular case without the risk of involving a company in litigation up to the Privy Council. The Legal Department is in touch with hundreds of companies among our members who are awaiting a determination of the issue before deciding important questions with respect to their corporate organization, and these questions involve in many cases not only thousands of dollars of expense but important questions of policy.

In view of this and other weighty considerations your Committee are firmly of the opinion that it is desirable for this Association to support or bring a case in the British Columbia courts upon the validity of the Act of that province in which the whole question of the validity of this class of legislation shall be raised. In bringing such a case your Committee have reason to believe that such a case would be supported by the Department of Justice of the

Dominion. The Council has on two former occasions approved of the proposal of bringing such a test case, and this approval has been further supported by a resolution of the Annual Meeting. It is estimated that the expense of the test case in the lower courts will not exceed $1,500, and an equal amount will probably be sufficient to take the case to the Privy Council, unless specially expensive counsel fees should be involved.

Patent Office Reform.

This question was discussed to some extent in view of the report of the Commercial Intelligence Committee to the last meeting of the Council. It was thought that any action on the part of your Committee should be deferred until after the publication of the proposed special articles in "Industrial Canada" and the discussions thereon. Your Committee is in the meantime keeping in touch with the Department at Ottawa with a view to ascertaining upon what lines it may be desirable to proceed in the future.

Copyright Act.

Your Committee have to report that the new Copyright Act having been passed by the British Parliament, there is some probability of a new Act being introduced at Ottawa possibly along the lines of the Act introduced at the last session. If such an Act should be adopted it would involve important changes in the theory and practice of copyright in this country. Your Committee is keeping in close touch with the matter, and will duly inform those members concerned in the operation of the Act as soon as any movement is made.

In moving the adoption of the Report, Mr. Tindall stated that so far as the British Columbia test case was concerned, the Committee felt that the Association should not go into it at all unless it was prepared to see it through, regardless of what the cost might be.

Mr. J. F. Ellis expressed the opinion that in view of the liability that might be involved, the Association should get the opinion of the best counsel before committing itself. Mr. John Firstbrook, Hon. E. J. Davis and Mr. T. A. Russell concurred in this view. The Manager of the Department replied that a number of opinions had already been obtained.

Mr. Sadler was in favour of urging the Dominion Government to press its reference before the Supreme Court claiming that the duty devolved upon the Federal authorities to protect their own charters.

After some further explanations by the Manager of the Department the Report was adopted without amendment, on motion of Mr. W. B. Tindall, seconded by Mr. Geo. W. Watts.

Transportation Committee.

In the absence of the Chairman and the Manager of the Department, the Report of the Transportation Committee was read by the Secretary. Among other matters it dealt with the following:—

Your Committee, after careful consideration, decided that it would not be advisable to take any action in this matter, especially in view of the recent agitation of the carriers for a general increase in carload minimums carrying with it a proportionate increase in cars over 36 ft. 6 in. in length.

Live Stock Contract.

The live stock shippers of Canada met in Toronto on the 9th inst., in response to a call sent out by the Manager of the Department, to take such steps as were deemed necessary to get a fair and reasonable contract. Representatives of all the principal live stock associations of Canada, of the Alberta, Saskatchewan and Manitoba Governments and of shippers and packers were present.

The railways were met on the 11th. As a result of this meeting it has, we believe, been made clear to all concerned that the present and proposed live stock contracts are both unreasonable. Those interested can see no reason why the conditions of the general merchandise bill of lading, coupled with the conditions applicable to the nature of the traffic, should not govern. A strong Committee, of which the Manager of the Department is Secretary, has been appointed to urge for a reasonable contract.

This is probably the first time that those various interests of the East and West have come together for organization purposes. After the meetings, which extended over two days, the Western representatives expressed themselves as very well pleased with the progress made.

Orders of the Board of Railway Commissioners.

(*a*) Charges for the Use of Refrigerator Cars.

The Canadian Freight Association applied to the Board in September last for the approval of a tariff for the use of refrigerator cars loaded with perishable freight at points west of and including Port Arthur.

It was proposed to leave the rate ($1.00) as at present for the first two days after the expiration of the authorized free time. For the next succeeding two days the charge proposed was $3.00 per car per day or fraction thereof, and for each succeeding day thereafter $4.00 per car per day or fraction thereof.

As there was no evidence submitted showing to what extent such equipment was being abused in the manner complained of, the Department filed a protest against the proposed tariff, with the result that the application was dismissed. Interested members have been so advised.

(*b*) Collection and Delivery Services—Express Companies.

As previously reported, the Commission made an order requiring the companies to collect and deliver traffic where the companies have collection and delivery services, at and to all points within the municipal boundaries of such places. This order has been carried out literally by the companies. They, however, were given leave to apply for relief where it was considered unreasonable to require collection and delivery services. In some cases the effect of the order was to take away such services to and from points outside of town limits. This was the case in Walkerville. On complaint of one of our members, presented by the Department in Toronto in October last, the Board ordered that the service given prior to the general order of the Board be restored; that is to say, the Board has directed the companies to collect and deliver express freight in the territory in which they previously gave a service, although outside the municipal boundary.

(*c*) Express Graduate Charges on Traffic Carried by Two Companies.

The following order is probably one of the most important yet made as a result of the general express enquiry:—

"IT IS ORDERED as follows:

1. Pending disposition by the Board of the question of joint tariffs, shipments of express freight subject to graduate charges carried by two or more companies in Canada shall be charged the graduate under the lowest through or aggregate rate per 100 lbs. to the destination thereof on such companies lines, except that when the through or aggregate rate is less than $2.00 per 100 lbs.

the minimum through charge shall be 60 cents, unless the graduate under $2.00 is lower, in which case the said lower graduate shall be the minimum charge; provided that in no case shall the charge on less than 100 lbs. be more than 100 lbs. at the through rate, nor more than the sum of the local graduate charges. If a joint through merchandise rate is published, the graduate shall be under such joint rate.

2. The companies shall submit, for the approval of the Board, a proof supplement to the express classification for Canada, C. R.C. No. 2, making such changes therein as may be necessary to comply with paragraph 1 of this Order, the said proof to be submitted within two weeks from the issue of this Order.

3. The companies shall forthwith arrange for the cancellation of paragraph (*h*) of Rule No. 8 of the Official Express Cassification No. 21.

4. The companies shall, with reasonable despatch, prepare joint tariffs in accordance with the judgment of the Board handed down on the 24th day of December, 1910, for all traffic which is to pass over any continuous route in Canada operated by two or more companies."

This means an average reduction of about 25 per cent. in rates to and from exclusive points, and it goes a long way to put such points on the same footing as competitive points.

Probably 85 per cent. of express freight traffic carried consists of small parcels subject to the charges provided for in the graduated tables.

In the judgment of the Board given out on December 24, 1910, the companies were directed to publish through joint rates on the basis of 10 per cent. less than the sum of the locals. When these tariffs come into effect a further reduction in the graduate charges may be looked for.

Regina Rate Case.

This case was reported to the Annual Convention. Briefly —the city of Regina applied to the Board for an order directing the railways to reduce their class rates from Eastern Canada to Regina, so as to place Regina on the same footing as Winnipeg, and the Board so ordered. The railways objected to the findings of the Board upon the ground that the rates to and between points in Manitoba were held down by an agreement made between the Northern Pacific and Manitoba Railway Company and the Province of Manitoba in 1888, and should not be used in determining rates from Eastern points to Regina.

Leave was granted to appeal to the Supreme Court on this ground. We have just been advised that judgment has been given unanimously dismissing the appeal from the order.

It is now expected that the new tariffs ordered by the Commission will be issued forthwith.

Commercial Travellers' Trunks.

Some of the railways filed with the Railway Commission tariffs limiting the size of trunks to 45 inches after July 1st, 1912. The item in the tariffs reads as follows:—

(*a*) COMMENCING JULY 1, 1912, and continuing until and including June 30, 1914, for any piece of baggage of any class (except immigrant baggage checked at port of landing) the greatest dimension of which exceeds forty-five (45) inches, there will be an additional charge for each additional inch equal to the charge for ten (10) pounds of excess baggage.

(*b*) COMMENCING JULY 1, 1914, for any piece of baggage of any class (except immigrant baggage checked at port of landing), the greatest dimension of which exceeds forty (40) inches, there will be an additional charge for each additional inch equal to the charge for ten (10) pounds of excess baggage.

(*c*) COMMENCING JULY 1, 1912, no piece of baggage of any class (except immigrant baggage checked at port of landing), the greatest dimension of which exceeds seventy (70) inches, will be transported in regular baggage car service.

On application of the Association the Commission has made an order suspending these tariffs "sine die" until all interested parties can be heard.

Particular attention is called to the fact that the additional charge for each additional inch over 45 inches will be equal to the charge for 10 pounds of excess baggage.

Some of the organizations in the United States have accepted these proposed regulations limiting the size of trunks carried free to 45 inches, with the usual weight limitation, but the charge for each additional inch is equivalent to the rate of 5 pounds of excess baggage. This rule comes into effect in the United States on July 1st, the same as proposed in Canada.

Interested members are requested to communicate at once with the Department, stating fully their objections, if any, and reasons therefor to the new regulations. It is expected that the Commission will set the matter down for hearing at an early date. The Manager should be in a position to state fully what objections, if any, there are to the proposed changes.

On concluding the reading of the report the Secretary read a letter from the Chairman of the Committee, in which it was stated that the Association was to be congratulated on having been the means of bringing the live stock men together, and that it should consider itself happy in having the opportunity of serving these men. He felt that the services of the Association in this connection would go a long way towards rehabilitating the organization in the eyes of Western farmers.

On motion of Messrs. J. F. Ellis and Henry Bertram the report was received and adopted.

"Industrial Canada" and Commercial Intelligence Committee.

The following matters were dealt with in the report of the "Industrial Canada" and Commercial Intelligence Committees, as presented by Vice-Chairman J. F. M. Stewart:—

Financial Statements.

The revenue statement for the November issue of the paper shows surplus earnings of $1,196.48, which is perhaps the best showing for a single month the paper has ever made. For the four months ending November the surplus earnings are $3,104.45, being over $1,000 ahead of the corresponding period last year, and more than half as large as for the entire year 1910-1911.

"Industrial Canada" Scholarships.

After taking the advice of a sub-committee, who have looked carefully into the matter, it has been decided to offer eleven cash prizes for competition among undergraduates in seven of our leading Universities and Colleges, as follows:— Two prizes each, of the value of $60 and $30 respectively, to Dalhousie, Laval, McGill and Toronto Universities, and one prize each of the value of $50 to Macdonald College,

Ontario Agricultural College and the Manitoba Agricultural College. The prizes will be open for competition to all undergraduates of these institutions. The Faculty of each institution will be asked to suggest not less than four subjects of an industrial or economic character, suited to the capacity and experience of their students, and the prizes will be given for the best theses written thereon. The subjects will, of course, all have to be approved by your Committee. The prizes in each case will be known as "Industrial Canada" Prizes, and the prize-winning theses will become the property of the Association and will serve as special articles for the use of the paper from month to month.

It is recognized that the above is not anything like as complete a programme as might be desired, but it will at least suffice for a beginning, and if found satisfactory it can be made to include other institutions next year.

Appointment of Editor.

After a careful consideration of the qualifications of the various applicants for the position of Editor of "Industrial Canada" it was decided to appoint Mr. J. T. Stirrett.

Australian Duty Stamps.

Since the report on the above matter to the Annual Meeting, the Australian Government have intimated that they would rather deal direct with the Canadian Government than with the Canadian Manufacturers' Association. Neither the Department of Trade and Commerce nor the Department of Customs at Ottawa is willing to constitute itself the distributor of these stamps, but they offer to make themselves accountable to the Australian Government for such supplies as they will send over, providing this Association will constitute itself the distributor and purchase its supplies for cash from time to time as required. Your Committee have refused to accept any of these stamps for distribution except on a purely consignment basis. There is still some hope that the Australian Government will agree to this proposition. If they do your Committee will endeavour to secure the distribution rights for Canada of other countries issuing duty stamps.

American Consul at Quebec.

The attention of your Committee was called last month to the fact that the American Consul in Quebec was going far beyond the bounds of discretion in endeavouring to have the contract for municipal fire fighting appliances awarded to an American tenderer. Without going into details it may simply be stated that the Consul exerted sufficient influence to have the report of a committee recommending Canadian equipment referred back, after which he wrote a lengthy letter to the Mayor and members of the Council, and appeared before the Council in person on behalf of clients from across the border.

A strong appeal to keep the business in Canadian channels was addressed to the Mayor and City Council by the Secretary of this Association, and your Committee are pleased to state that the contract as finally awarded gave Canadians practically all the business. A protest, however, has been lodged with the Department of Trade and Commerce against allowing such tactics to be pursued by officers of the American Government in this country, and it is understood that representations will shortly be made at Washington asking for the recall of the Consul in question.

Workmen's Compensation Committee.

The Special Committee on Workmen's Compensation reported through its Chairman, Mr. P. W. Ellis. The report, however, was not far enough advanced yet to justify its publication.

After a very brief discussion the report was adopted without amendment, on motion of Mr. P. W. Ellis, seconded by Mr. John Firstbrook.

Reception and Membership Committee.

The report of the Reception and Membership Committee, read by the Secretary, recommended the acceptance of the following applications:—

Amherst, N.S.: Rhodes, Curry & Co., Ltd. (A. S. Curry, 2nd member); Canadian Car & Foundry Co., Ltd. (Geo. T. Douglas, 3rd member). Berlin, Ont.: Lang Tanning Co., Ltd. Lewis L. Lang, 2nd member). Danville, Que.: Danville Chair & Specialty Co., Ltd., chairs, lawn swings, etc. Drummondville, Que.: O. B. Shoe Co., Ltd., boots and shoes. Fort William, Ont.: Geo. H. Matthews, planing mill products. Granby, Que.: Granby Elastic Web Co., Ltd., elastic webs, braids. Halifax, N.S.: Rhodes, Curry Co., Ltd. (F. L. Piercey, 3rd member); Barytes, Ltd., barytes; Scotia Pure Milk Co., Ltd., dairy products. Hanover, Ont.: Spiesz Furniture Co., Ltd., sideboards, tables, etc. Montreal, Que.: Canadian Car & Foundry Co., Ltd. (V. G. Curry, 4th member); Canadian Steel Foundries, Ltd. (W. F. Angus, 2nd member); Crown Pants Co., pants; F. X. Charbonneau & Co., boots and shoes; Henry Morgan & Co., Ltd., furniture and fittings; National Bridge Co. of Canada, Ltd., bridges, structural steel; Smart Bag Co., Ltd. (Jno. T. F. Keene, 3rd member); Structural Steel Co., Ltd., bridges, structural steel; Wingate Chemical Co., Ltd., pharmaceutical preparations. Sackville, N.B.: Enterprise Foundry Co., stoves, etc. St. Thomas, Ont.: Erie Iron Works, Ltd., agricultural implements. Sault Ste. Marie: Canadian Logging Tool Co., Ltd., lumbermen's tools. Sorel, Que.: Duhamel & Frere, boots and shoes. South Bay, N.B.: Canada Woodenware Co., Ltd., pails, tubs, etc. Toronto: Beatty Mfg. Co., Ltd., children's headwear; Steele Briggs Seed Co., Ltd., paper bags, cartons. Welland, Ont.: Canadian Steel Foundries, Ltd. (W. R. Glasgow, 3rd member). Westport, Ont.: Westport Woodworking Co., church and school furniture. Windsor, Ont.: Canadian Detroit Lubricator Co., Ltd., lubricators. Winnipeg, Man.: Henry Birks & Sons, Ltd. (W. M. Carson, 3rd member).

Resignations.

They would also recommend the acceptance of the following resignations, for reasons as shown:—

Brandon, Man.: Brandon Implement & Mfg. Co., Ltd., in liquidation. Chatham, Ont.: Chatham Wagon Co., Ltd., bought out by a member. Iberville, Que.: Canada Pottery Co., Ltd., being wound up. Montreal: Canada Leather Co., out of business; Hemsley Mfg. Co. (R. Hemsley, 2nd member), amalgamation; Star Oil Co., out of business; Gagnon & Lachapelle, no reason given; Magnolia Metal Co., instruction from U. S. head office; Swift, Copland & Co., company being dissolved. New Glasgow, N.S.: Brown Machine Co., arrears of fees. Orangeville, Ont.: Superior Portland Cement Co., Ltd., arrears of fees. Quebec, Que.: Hill Mfg. Co., out of business; C. Rochette, arrears of fees. Sherbrooke, Que.: Thompson & Co., no reason given. Smith's Falls, Ont.: Perrin Plow & Stove Co., Ltd., amalgamation. Toronto, Ont.: J. Coulter Co. (M. E. Robins, 2nd member), Western excursion; Dales, Ltd., bought out by a member; Zenith Mfg. Co., Ltd., out of business. West Toronto, Ont.: D. B. Martin Co., Ltd., transferred to Montreal.

It recommended that Sorel be included within the jurisdiction of the Montreal Branch, and that the January meeting of the Council be held in Montreal, conforming to the wishes of the Montreal Executive in both cases.

It also recommended that permission be given the boot and shoe manufacturers of Ontario to form themselves into a section of the Association under the terms in the by-laws governing trade sections.

With regard to the proposed excursion to the West Indies, it was stated that it had been found impossible to secure a boat suitable for the purpose except at a prohibitive price, and it recommended, therefore, that the proposal be dropped for the present at least.

On motion of Messrs. T. A. Russell and J. D. Rolland the report was received and adopted.

Reports of the Toronto and Montreal Branches were taken as read, and ordered to be published in "Industrial Canada."

The meeting then adjourned.

REPORT OF MONTREAL BRANCH.

The closing of the Montreal Voters' List for the year on December 1st showed that almost 450 joint stock companies had taken advantage of the amendment of the Charter according them the privilege to vote in municipal affairs. From enquiries since received, it would seem that a number of companies, particularly those with chief offices outside of the city, had not fully realized the necessity of registering before the 1st of December, and so will have to wait another year before securing the franchise. Steps are being taken this year to secure similar privilege for companies in the adjacent city of Maisonneuve.

The commercial bodies of Montreal have again taken up the matter of an Industrial Bureau for Montreal, with the Board of Control; and have received from the Controllers the promise to take personal charge of all enquiries directed to the City Hall, and thus learn what the actual need was for such a Bureau.

At the coming session of the Quebec Legislature, the Montreal Branch will have a Bill introduced to amend the Quebec Companies' Act in such a way as to make it impossible for the present practice of certain persons who prey upon companies which have inadvertently failed to register, to be continued. The proposed amendment would make it necessary for persons initiating such suits to secure the consent of the Attorney-General.

With regard to the kindred complaint arising under the requirements of the Federal Companies' Act as to the use of the word "Limited," a resolution has been forwarded to the Secretary of State asking for similar action at Ottawa.

The following members have been added to the Branch Reception and Membership Committee, of which Col. C. A. Smart is Chairman:—Messrs. J. J. McGill, S. W. Ewing, E. Littler, Howard Murray, Raoul Lanthier, Frank Pauze, and A. J. Hart.

The regular Quarterly Meeting of the branch will probably be held in the third week of January. It has been decided to defer the formal banquet of the branch until later in the year.

REPORT OF THE TORONTO BRANCH.

A Sub-Committee of your Executive is actively engaged in conjunction with representatives of other business organizations in the city in devising ways and means for ensuring a solution of the housing problem for factory employees in this city.

Legislation looking to this end will be introduced at the coming session of the Ontario Legislature, and as a measure of co-operation from the City Council is practically assured, the joint committee in charge feels confident that it will be able to bring about some improvement in the housing conditions of Toronto. A fuller report will be presented at the January meeting.

Your Executive is endeavouring to make an arrangement with the Medical Health Officer whereby he will permit ice from Ashbridge's Bay to be used for cooling purposes only in refrigerator cars. It seems that some of this ice has been used for other purposes, and as a result the Medical Health Officer gave notice of his intention to prohibit its being cut altogether.

Your Committee made representations in behalf of certain of its members who use the ice in cars, and is hopeful that some provision will be made which will take care of their complaint.

The Transportation Department is representing the branch before the Railway Commission in the matter of separation of grades at North Toronto, in which several of our members are interested, and also in the matter of the general enquiry as to the facilities for handling freight, cartage, etc., in this city. In connection with the latter very few of the members of the branch have entered any complaint and your Executive will not, therefore, make any general representations against the Transportation Companies.

Mr. S. B. Brush, who was elected Chairman of the branch at the July meeting, has found it necessary to resign that position, and Mr. G. F. Beer, Vice-Chairman, has been unanimously elected Chairman in his place; Mr. George Brigden succeeding Mr. Beer as Vice-Chairman.

BELGIUM'S GROWING COMMERCE.

Belgium is undoubtedly showing remarkable vitality both in exports and imports, as may be judged by the fact that the former advanced from £108,693,720 in 1909 to £132,359,120 in 1910, the imports going up from £148,171,400 to £170,597,760, while the figures for the first half of 1911 point to a further record this year. It is true that wool and wheat were responsible for over 33 millions of the imports, but after allowing for these and the imports of other raw or partially prepared materials, there is a very big trade in manufactured articles. Machinery, for instance, was responsible for £1,594,040, while chemical products, textile goods, iron and steel, paper, glass, pottery, hardware, and numerous other items are being imported in increasing quantities. The British participation shows a healthy advance, being third on the list with £20,669,040.—*British Export Gazette.*

HONORS FOR MANUFACTURERS.

Two members of the Canadian Manufacturers Association in Quebec have recently been honored by appointments to high office by the Provincial Government.

This month Mr. Geo. E. Amyot, President of the Dominion Corset Mfg. Co., was appointed a member of the Legislative Council of the province. Hon. Mr. Amyot is past Chairman of the Quebec Branch of the Association and past Quebec Vice-President. He is now in the prime of life, and his wide business experience and energetic disposition will make him a decided acquisition to the Upper House of the Quebec Legislature.

Some time earlier Mr. J. Cleophas Blouin, of the firm of J. B. Blouin and Fils, shoe manufacturers, and representative of Levis in the Legislative Assembly of Quebec, was appointed Sheriff of Quebec. Mr. Blouin was a former member of the Executive Council of the Association.

NEW ZEALAND CUSTOMS DECISIONS

Goods.	Classification under Tariff and Item No.	General Tariff.	Pref. Surtax on Foreign Goods.	Rate of Duty.
A. & M. S.—viz:—				
Beading, brass, in lengths, for motor car step-plates if not polished, lacquered or plated	As a. & m. s. (182)	Free		
Beading, metal, in lengths, for carriage mountings, if not polished, lacquered or plated	As manufactured article of metal (183)	20 p. c.	10 p. c.	10 p. c.
Coil net, in the piece, for the manufacture of hairpads	As manufactured articles of metal (185)	20 p. c.	10 p. c.	10 p. c.
Beading, metal, in lengths, for carriage mountings or motor car step-plates, if polished, lacquered, or plated	As furniture n. o. e. (111)	25 p. c.	12½ p. c.	12½ p. c.
Brass braid, punched for binding paint brushes	As manufactured stationery book covers (153)	25 p. c.	12½ p. c.	12½ p. c.
Chairs, with iron frames and wooden seats and backs	As electric appliances n.o.e. (176)	20 p. c.	10 p. c.	10 p. c.
Covers for catalogues to be published in New Zealand	As manufactured articles of metal (183)	20 p. c.	10 p. c.	10 p. c.
Electric appliances, viz:—				
Electric cables, in sets, with terminals affixed, enclosed in flexible tube	As cream separating machine (396)	Free		
Iron sheets, japanned on one side	As lawn tennis shoes with moulded India rubber soles (96)	22½ p. c.	11¼ p. c.	11¼ p. c.
Machinery, dairying, viz:—	As medical preparation n.o.e. (75)	20 p. c.	10 p. c.	10 p. c.
Pump separator, a combined pump and separator. (Note.) The pump is specially constructed to deliver milk to the separator according to the number of revolutions of the fly wheel				
Shoes, lawn tennis, with moulded india rubber soles sewn to upper. (This does not include cut or composite soles)				
Tuberculin				

The item of chairs with iron frames and wooden seats and backs was a decision of the minister with respect to a large consignment of Canadian chairs for use in the new town hall, Auckland—which chairs had iron frames and wooden seats; and the decision was for the purpose of determining that this character of chairs should be entered in future as furniture n.o.e. (No. 111), subject to 25 per cent. general tariff, and 12½ per cent. preferential.

WHOLESALE PRICES ARE FIRM

The Department of Labor index number of wholesale prices for November shows that about the same level was maintained during that month as in October, though prices are considerably higher than at the same time in 1910. The number is 130.8 for November, compared with 130.5 for the preceding month, and 122.0 in November, 1910. Over two hundred and fifteen articles, carefully selected to represent the entire field of Canadian production and consumption, are included in these calculations. The numbers represent in each case percentages of the average price level prevailing during the decade 1890-1899, the period selected as the standard of comparison. The detailed figures show that the chief features of the price movement during November was a continuance of the upward trend of grains and dairy products, with a drop in animals and meats. Miscellaneous foods, especially canned goods, flour and sugar, were higher, but textiles were slightly lower owing to a fall in cotton. Under paints and oils, turpentine dropped, but linseed oil advanced. Pulp and rubber were lower.

SANITARY APPLIANCES IN JAPAN

The promise that considerably more attention is likely to be paid to sanitary science in Japan than has been the case hitherto, should command more than ordinary interest in mercantile circles, for hitherto this far eastern land, which has adopted so many of the best features of western town life, has wofully neglected the most important of all. It is fitting that the capital should set the example in this new direction of progress, it having been determined that before the opening of the World Exhibition at Tokio in 1918 to commemorate the 50th anniversary of the crowning of the Mikado, a complete system of modern sewerage shall be installed throughout the city. What this will mean to trade it is at present impossible to estimate, for the area of Tokio is one of the largest of the great cities of the world. The quantity of piping required would reach a hugh figure, and that most of this would have to be imported seems to be unquestionable, to say nothing of the enormous quantity of house fittings, appliances, etc., which will be in demand. Vast as the scheme is, however, its realization stands for even greater developments, as the example of Tokio will undoubtedly be followed from one end of Japan to the other, and an infinite vista of trading opportunities is opened out.—*British Export Gazette.*



The Call of 1912.

FOUNDATIONS FOR TALL BUILDINGS

By Alexander Allaire, M.E.

The Manager of The Foundation Company, Limited, Montreal, Describes the Various Methods by which the Foundations of Skyscrapers are Made Secure.

THE question of a proper foundation is one of the oldest problems we have. The ideal condition is where a heavy structure is carried to rock. To-day, in some localities, this means difficulty and often a substitute, approaching as nearly as possible this ideal, is decided upon. As a result, we find buildings designed to be carried on (1) Spread footings, (2) Piles, or carried to a greater depth by means of (3) Open cofferdams, or, (4) Pneumatic caissons, or lastly by (5) a combination of two of the first four classes.

by the open method. The foundation work comprised approximately 300 piers, a few rectangular, but the most of them circular in plan. These piers were carried down a distance of from 30 to 45 feet to rock. The soil overlaying the rock varied greatly,—loam, soft and hard clay, gravel, quicksand and hard pan were all encountered.

One of the most important features in connection with the work was the handling of a large amount of water. The first step, therefore, was to put down a "sump" at the lowest



Carrying the Piers of the C.P.R. Windsor Station, Montreal, to Rock by the "Open Method."

Up to a certain point in a city's development, the question of foundations does not intrude itself. During this early stage the buildings are of moderate height, with correspondingly light construction, and present no difficulties to the builder. As the city increases in population and importance, this changes,—the business centres become congested, properties advance in value, and as a natural result of an endeavor to realize an adequate return upon this advance in real estate values, we find the tall building making its appearance. Like all innovations, it brings with it many problems which take time and study to solve.

The city of Montreal presents to the architect and engineer soils of widely varying character. As a result, many different types of foundations are encountered. The following description shows how, in two instances, the difficulties were overcome.

In the C. P. R. Windsor Station extension we have an example of what was mentioned as piers carried to rock

end of the lot. The lot being well drained, the excavation at the pier sites was commenced. This idea of draining the soil was further carried out by leaving additional "sumps" as the work progressed.

The new pier excavations were made by open digging and lining the sides of the pits, as the excavation proceeded, with sheeting held in place by iron bands. In some instances, as the excavation approached the rock, it was found that the overlying soil was of such a soft and treacherous nature that the lagging method had to be temporarily abandoned. In such instances sheeting was set up in the bottom of the hole and driven in advance of the excavation for the balance of the distance.

The material in each well was hoisted out in buckets. The hoisting arrangements were essentially as follows:—Holes were dug and "lagged" to a depth of about 6 feet. Over these were laid platforms with a hole in each to permit men and buckets to pass through. On the platforms were



Building up Concrete Piers Above Ground and Sinking Them Down to Rock by Undermining.

erected tripods, each carrying a shaft with a winch-head on one end and a "sheave" on the other. There were driven by means of an endless cable from a hoisting engine set up at the head of a row of holes. The rows consisted of from 7 to 10 holes each. Four rows of holes were operated at one time, and at the same time a new row was prepared. This did away with any loss of time as the gangs coming out of the completed piers immediately started in on the row of holes which had been made ready.

The contractors started work the latter part of November, 1909, and completed same about June 1st, 1910. This is particularly noteworthy, when the season of the year during which the operations carried on is considered.

In December, 1911, The Foundation Co., Limited, of Montreal, was awarded the contract for the foundations of the new Dominion Express Building. This is a modern, fireproof structure, ten stories in height above the sidewalk level, and having three basement floors below the curb. Here conditions were different, and another method was pursued. In this instance the depth to rock from St. James Street was approximately 90 feet, and as the major part of this consisted of water-bearing soil, pneumatic caissons were used.

This type of construction consists in building up the concrete piers above ground and sinking them down to rock by undermining. To do this it is necessary to build what is known as a working chamber at the bottom of each pier. This room is made accessible by means of a passageway or shaft running down through the centre of the pier. The undermining of the pier is accomplished by men digging with pick and shovel in the working chamber. The excavated material is hoisted out in buckets through the shaft.

To aid the men in their work compressed air is used to drive the water back into the soil. As the caisson sinks the pressure of this air is regulated to balance the hydrostatic head, and thus enable the men to continue their excavation below the ground water line. To prevent the escape of the air and yet at the same time enable the workmen and buckets to pass in and out of the caisson, what is termed an air lock is used. This is a small compartment on top of the shaft fitted up with doors and valves. By the proper use of the valves, men and material are passed into, or out of, the caisson, the loss of air for one complete cycle being limited to the volume of the air lock.

The number of caissons sunk was 42. The "spoil" from these caissons and the concrete for building them up was all handled by six derricks, so spaced as to have full command of the lot. The amount of plant required on this class of work is large. In this particular instance it was approximately as follows: Boiler capacity, 400 horse power; two 22 in. by 26¼ in. by 24 Ingersoll, and one 14 in. by 19 in. by 22 Rand compressor, besides air receivers, aftercoolers, air locks, etc.

The actual time air was on the job amounted to three months.

EXPORT MARKET FOR PAPER.

In a recent letter Elder Dempster & Co. discuss the possibilities of developing an export trade in paper and its manufacture with South Africa. The facts submitted are of the utmost interest:

It is difficult to understand why we should not be able to practically control the trade in paper bags, for while Great Britain does not produce a pound of pulp, she is able to supply three-quarters of the imports of this commodity. The greater portion of the balance is shipped from the United States.

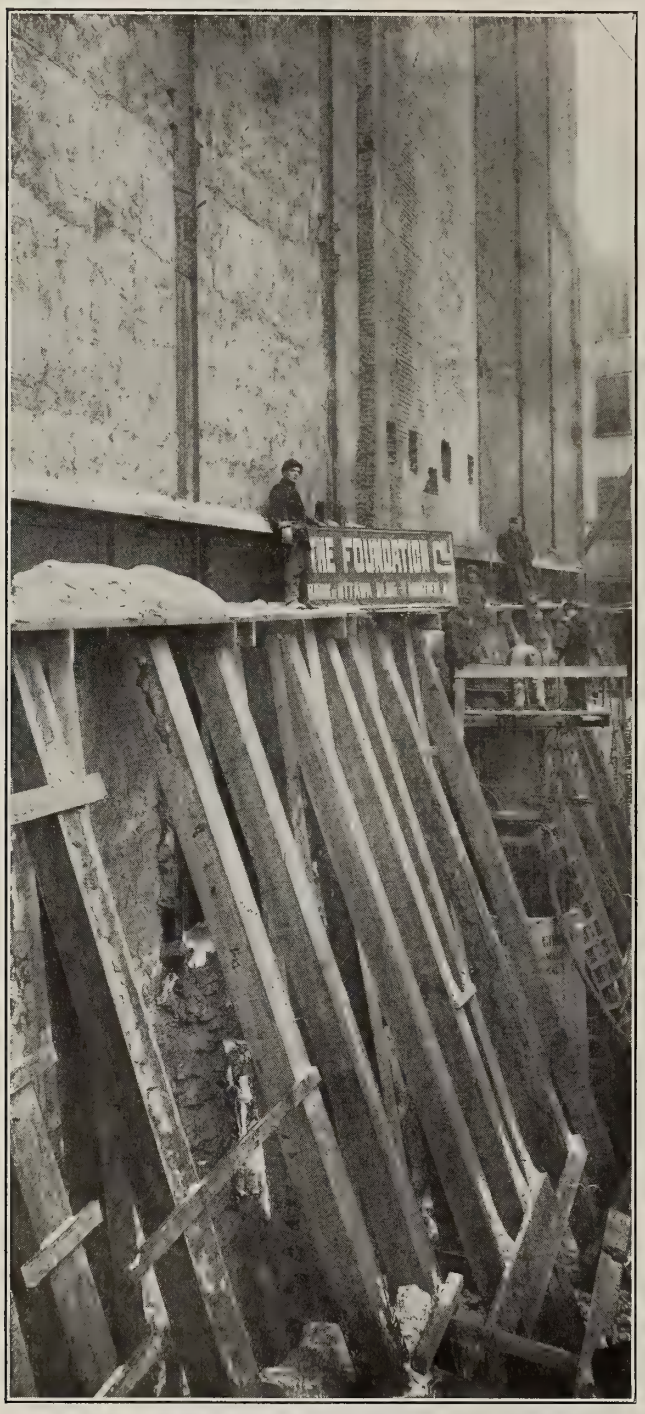
We are now endeavoring to interest shippers in paper bags, and we expect to have some small sample shipments in January, which we believe will lead to some business being done. As this is a substantial item, it is hoped that factories producing paper bags in the Dominion will be sufficiently interested in this letter to write for further information, which we will cheerfully give.

The same remarks apply to wrapping paper. The figures for wrapping paper, added to those of paper bags, make a total of over £79,000, a very considerable sum, and one Canadian manufacturer cannot afford to neglect.

The demand for wallpaper is for rolls made up in English sizes, namely 21-inch by 36 feet. The Canadian and United States sizes are 18-inch by 48-feet. In spite of the great length, it is very difficult for dealers to obtain a higher price

for the United States article than the British, the people being accustomed to a certain size and price. Another argument urged against the United States make is that being narrower, it requires more labor to hang it.

As the trade in wallpaper is of some importance, and is likely to increase, it does seem strange that we have not yet been successful in our efforts to interest the manufacturers here; possibly because they do not apparently care to conform to the English size. We are reliably informed that Canadian patterns are very much finer, and more pleasing to the eye than the British, and we therefore hope our manufacturers will go after this trade in an aggressive manner.



Bracing an Adjacent Wall While the Foundations of a Tall Building are Being Driven Down to Rock.

We understand, from reports received, that the bulk of the trade in Printing Paper for newspaper work is controlled by our Canadian mills, and we understand our paper gives excellent satisfaction. The shipments are controlled by the large mills who know more about the trade, possibly, than we do ourselves, therefore it is not at all necessary for us to go into details.

We shall be glad if the manufacturers of paper bags and wallpapers will write us for rates and other information because we certainly do feel that our manufacturers should get a share of the trade that is being done. We will be pleased to assist them to get into the South African market, and will be glad to place them in touch with reliable firms through whom their product might be sold.

WHAT JAMAICA BUYS.

The following represent the chief imports into Jamaica during the past year, the total imports amounting to over $12,000,000 in value:

		Quantity.	Value.
Bacon	lb.	50,303	£2,515
Beef, wet salted	brls.	4,505	19,484
Bread or biscuit	lb.	4,075,804	33,965
Butter and substitutes for butter	lb.	1,067,728	38,226
Cattle, neat	head	26	504
Cheese	lb.	228,590	9,524
Coals	tons.	50,368	44,097
Corn	bush.	253,658	44,390
Fish, dried or salted	lb.	11,674,606	143,013
alewives, pickled	brls.	9,253	11,566
herrings, pickled	brls.	33,799	30,429
herrings, smoked	lbs.	56,829	473
mackerels, pickled	brls.	5,243	12,715
pickled, unenumerated	brls.	5	9
salmon, pickled	brls.	311	1,028
salmon, smoked	brls.	427	24
Flour, wheat	brls.	232,116	266,934
Hams	lb.	199,859	9,982
Lard	lb.	206,064	5,151
Meal, not wheat	brl.	52,767	39,570
Milk, condensed	cases.	48,203	43,383
Oats	bush.	72,665	14,533
Peas and beans	bush.	17,851	10,710
Rice	lb.	15,187,469	75,937
Sheep		133	341
Shooks, all descriptions		.....	40,027
Soap	lb.	3,982,588	29,376
Whiskey	gal.	34,274	12,046
Refined sugar	lb.	731,263	6,581
Tea	lb.	64,187	3,219
White pine lumber	ft.	2,018,327	14,138
Pitch pine lumber	ft.	11,202,327	78,428
Cypress shingles		1,432,533	3,581
White cedar, etc., chingles		139,260	139

AUSTRALIAN TRADE CONDITIONS.

While Australian importations from oversea continue without restriction, and the revenue of the Commonwealth remains at high water mark, yet there are indications that these prosperous conditions will not be maintained, says Mr. D. H. Ross in a recent report to the Department of Trade and Commerce. The reduction of about 15 per cent. in wool values, and a much restricted wheat harvest in prospect, together with a serious drought prevailing in parts of several of the States, point out to a restriction in the volume of imports. However, after a succession of several comparatively good seasons, a temporary set-back will not, in the main, affect general trade.

WORKMEN'S COMPENSATION

By F. W. Wegenast

Three Systems Analyzed and Applied to Local Conditions. Permanency, Economy and Efficiency are Essentials for Successful Operation. An Address Delivered before the Ontario Bar Association.

THE problem of compensating workmen for the effect of injuries received in the course of industrial labor is one of immense complexity. During the past thirty years it has engaged the attention of nearly every legislative body in the civilized world. It has also been the subject of much discussion on the part of economic theorists and of agitation and propaganda on the part of politicians. It is only in very recent years, however, that the large and increasing volume of material upon the subject has been subjected to scientific arrangement in such a manner as to exhibit the vital elements for consideration and the salient bases of comparison of the systems of different jurisdictions. Let me say at this point that there is not now any great necessity nor, in fact, excuse for original thought in dealing with the problem. Almost every possible form of solution that could be suggested has been subjected to experiment in some jurisdiction, and there is scarcely a theory or viewpoint that could be advanced for which there cannot be found an exponent in some existing or defunct system of workmen's compensation. The problem is not one for theorizing but for investigation and adaptation; and from the experiments of different countries there is now available a mass of data which renders further experimentation along a great many lines not only unnecessary but indefensible.

I need not say that while the subject is an interesting one from the legal standpoint, the legal aspect is far outweighed in importance by the economic aspect. I need not belabor the assertion that any law upon this subject must in the nature of things be considered a means and not an end; and the remarks which I have to offer will be directed to the economic principles to which various laws have attempted to give expression rather than to the form and content of any particular law.

Practically all workmen's compensation is an effort to embody what is called the theory of "professional risk." Under this theory the cost of human wear and tear is supposed, like the cost of machinery, raw material, etc., to be thrown upon the industry and included in the price charged to the consumer for the product of the industry. When we come to examine the different compensation systems of the world we find three distinct methods of applying this theory. These methods may respectively be termed the individual liability method, the collective liability method and the state liability method. Every system in the world can be classified under one or other of these heads.

Individual Liability Method.

Under an individual liability system the liability to compensate the workman is thrown upon the individual employer as an element of the relationship of employer and employee. A term is imposed upon the contract of employment by which the employer assumes an obligation, more or less extensive, to indemnify the workman for injuries received in the course of, or in connection with, the employment. The injured employee looks for his relief to his employer, who thus becomes an individual insurer of the workman against injury. The principle of individual liability is illustrated in the English Workmen's Compensation Act of 1897, as extended in 1906, and in the Acts which are now in force in seven of the nine Provinces of Canada, including the Province of Quebec. I am aware that the Act of the Province of Quebec was copied to a large extent verbally from the law in force in France, under which a state guarantee system is set up; but by the omission of the provisions of the French law respecting the participation of the State. the Quebec Act was made merely a replica of the English Act couched in different phraseology. The English system has also been copied in other portions of the British Empire and in a number of States of the United States. In all these jurisdictions employers within the scope of the laws are required, regardless to a very large extent of questions of fault, to compensate their employees for injuries received by them in the course of their employment. Employers are, of course, permitted, and in some cases encouraged, to insure themselves against their liability for compensation by some form of insurance.

Two Classes of Insurance.

Right here let me point out a vital distinction between the two classes of insurance, a consideration of which is involved in any discussion of the subject of workmen's compensation. There is on the one hand accident insurance, and on the other employers' liability insurance. A great deal of confusion in discussions of the subject is due to a failure to distinguish the two types of insurance, and superficial theorists who have advocated the so-called voluntary insurance system as against the so-called compulsory insurance system, have argued that the employer who finds himself under the heavy obligations imposed by an individual liability law will almost inevitably resort to insurance. This is in one sense true, but the insurance which the employer thus effects is not of a type which affords any great protection to the workman. It is true that some employers under these systems take out real accident insurance policies for the benefit of the workman injured or the family of the workman killed. Such insurance may cover the risk of injury in the course of employment only, or may be extended to any accident of the workman regardless of the occasion. The essential features of this class of insurance is that it is the workman who is insured. The large bulk of employers, however, for reasons which are quite apparent, insure, not the workman against accidents, but themselves against liability for accidents. And this practice has occasioned the development, in all jurisdictions where the compensation legislation takes the individual liability form, of a system of employers' liability insurance. Under this type of insurance the employer insures not the workman against accidents, but himself against liability. Liability insurance bears to accident insurance a relation analogous to that which would exist between a policy under which a man should insure himself against legal liability

for non-support of his wife and children and an ordinary accident or life insurance policy.

Collective Liability Method.

Under a collective liability system the obligation to compensate the workman for injuries is thrown upon employers collectively, in groups by industries or by geographical districts, or otherwise. Employers are encouraged or compelled to combine in associations for the purpose of insuring workmen against accidents and providing the funds for the purpose. The injured workman looks for compensation, not to the individual employer, but to the association of employers or the collective fund. The principle of collective liability is illustrated in the system of Germany and many of the other European countries, and in the system recently adopted by the State of Massachusetts. The German system being the oldest and being more elaborately and scientifically developed, is usually cited as the type; but there are many variations in the applications, in different jurisdictions, of the basic principles of the German system.

It should be observed that the German system is not a state insurance system. The state participates only to the extent of compelling employers to organize. It also assists in defraying the expenses of compensation.

State Insurance.

Under a state liability or state insurance system, the obligation to compensate the workman is assumed by the state itself and the cost is levied upon employers, or employers and workmen jointly, by the exercise in some form of the taxing power of the state. The workman looks for his compensation directly to the state. The state insurance plan is illustrated in the Act recently adopted by the State of Washington. The Washington system is, of course, not the only state liability system in the United States, though its operation is the most simple and direct. Under the Washington system compensation is paid and administered by a state department in charge of a Commission. Compensation on a fixed scale is paid out of a fund created by levying insurance premiums, in accordance with a schedule in which different classes of industries are graded according to relative hazard and the premiums fixed as a percentage of the pay-roll. Provision is made for the equitable adjustment of the premium rates from time to time. The compensation provided in the case of death consists in the expenses of burial, not exceeding $75, and the payment of $20 per month for life to the widow or invalid widower with an addition of $5 per month for each child under the age of sixteen years; the total not to exceed $35 per month. The estimated capital amount of this payment is $4,000, which sum is set apart out of the general fund in each individual case to provide a special fund to meet the payments, any surplus or deficit being adjusted with the general fund. The department charged with the administration of the Act is called the Industrial Insurance Commission and consists of three commissioners appointed by the Governor, with a staff of auditors, assistants, etc. This Commission adjusts all claims for compensation on sworn reports from the different parties interested. The Commission has power to hear evidence, to make independent investigations and to re-hear and readjust, its findings being subject to review by an appellate court. I mention these details of the Washington system in view of the public attention it has attracted and for purposes of reference presently.

I would like if I had time to emphasize the distinction which I have drawn between the three different methods of compensation—a distinction which, in my opinion, goes to the root of the whole question. It is not a question of compulsory or voluntary insurance, or of stock or mutual or state insurance, or of a German or English system, but of the incidence of the initial liability—whether it rests upon the individual employer, or employers collectively, or upon the state as representing the community at large. But I must pass on to a consideration of the elements which would constitute a satisfactory compensation system, with a view to determining what facilities the three respective methods which I have mentioned afford for the realization of these elements.

Elements of a Satisfactory System.

In the first place, for reasons both humanitarian and economic, the prevention of accidents should be a prime consideration. From the humanitarian standpoint this statement needs no further support. There will be no hesitancy in subscribing to the view that any system which does not tend to produce the maximum result in conserving the life, health and efficiency of the workman cannot be satisfactory whatever other advantages it may possess. On the economic side it need only be observed that results have been shown beyond peradventure that industrial accidents are preventable to a degree far beyond popular realization, and statistics of the systems of other countries will abundantly support the anticipation that scientific effort in the direction of accident prevention would reduce the industrial accident rate of this Province by fifty per cent. A compensation system should be associated as directly as possible with a system of inspection and of special education and training directed towards the prevention of accidents, and with facilities for prompt and expert medical attention in order to mitigate the effect of injuries.

In the second place, compensation should be provided in every case of injury arising out of industrial pursuits. The ability of the injured workman or his dependents to secure compensation should not depend upon his ability to prove that the employer was in fault. This, of course, gets away entirely from the older legal theory, correct enough as far as it goes, that no man should be held responsible for damages not due to his negligence or fault. It recognizes the "professional risk" principle and imputes to the relationship of employer and employee obligations and rights for which the common law affords no real analogy. These rights and obligations are social in their nature and involve considerations of expediency in which the community at large has a great interest. Some of the older laws were directed towards wiping out the so-called defences of contributory negligence, common employment and assumed risk. Investigations have shown that, with these defences abrogated, in the neighborhood of fifty per cent. of industrial accidents would still remain uncompensated as being purely accidental and not attributable to fault on the part of anyone. Another form of legislation in vogue in many jurisdictions was to shift the burden of proof from the employee to the employer, leaving it to the latter to disprove fault. In many jurisdictions there is still a reservation against the workman in cases of gross carelessness or wilful misconduct, but there is a marked tendency to disregard entirely any contributory cause on the part of the workman where the effect of such a reservation would be to deprive innocent dependents of compensation. The one pervading thought in thus sweeping into the net of compensation cases both deserving and undeserving—is that the money which would be consumed in litigation and otherwise over the determination in particular instances of questions whether the compensation should or should not be paid would more than suffice to meet the undeserving cases. Provision could, of course, have to be made for penalizing gross

carelessness and wilful misconduct on the part of the workman, but it is doubtful to what extent the penalties should assume the form of withholding compensation.

Instead of Wages.

In the third place, the compensation should, as far as practicable, be by way of substitution for the wages of which the injured workman and his dependents are deprived by the injury. It should not be paid out in a lump sum, but periodically by the week or month. This is part of the modern view of the problem of compensation. Even the English Act, which is by no means of the most advanced type, adopts this principle, though there is a provision for commutation of the weekly payments, or a settlement between the parties on a lump sum basis. This provision, which nullifies to a large extent the intention of establishing a periodical payment system, is of course indispensible in an individual liability system, since the burden of paying pensions would be an intolerable one upon many private employers. The inclusion in the English Act of this principle, even in so attenuated a form, shows, however, how far the English Act has departed from the "wergeld" theory under which the damages payable for injuries represented a commutation in money of the retribution which the injured person or his family was entitled to mete out to the injurer, an eye for an eye, a tooth for a tooth. The money payment represents no longer a solatium exacted from the author of the injury, but is a provision to keep the injured man and his family from being thrown as a promiscuous charge upon the community at large.

For All Classes.

In the fourth place, the system of compensation should be such that it would be fairly adapted to cover all classes of wage-workers, including the agricultural laborer. There is no reason why the hired man on the farm who is injured by a farm animal or by contact with farm machinery should not be entitled to be compensated as well as the man who is injured in a factory or upon a railroad. In the schedules of accidents and employers' liability insurance companies, farm laborers are classed as extra-hazardous risks and their premium rates are amongst the highest. If the present exigencies, political or otherwise, should prevent the farm laborer from receiving the same treatment as his brother worker in other industries there is no doubt that the system will ultimately be extended to cover such laborers, and it is a matter for serious consideration that any system established for employees in workshops, mines or railroads should be such as to be adapted for further extension to other classes of wage-workers.

Again, the compensation should be certain and not contingent upon the solvency or continued solvency of the employer. While this factor is of the utmost importance and is not subject to controversy, it is not the least liable to be ignored, as many of the systems show.

The amount of compensation should be definite and ascertainable both for the workman and the employer, and the employer should not be subjected to any further or other liability unless in cases of wilful wrong. This would, of course, involve the abolition of the common law right of action and remove from the workman the glamor of the possibility of a large common law verdict which has been as fruitful of litigation as any phase of our present legal system.

It goes without saying that the system should be such as to operate with the highest degree of economy and efficiency. As large a proportion as possible of the amounts contributed by employers, or employers and workmen, should be actually paid out in compensation. In the case of this feature also there is probably no need for supporting argument though it constitutes a very vital element for consideration.

The procedure for the adjustment of claims should be as simple and direct as possible and should involve in its operation a minimum of friction between employer and employee. This would probably involve the total dissociation of the system from the regular courts of law. Arbitration has also been found to be an unsatisfactory substitute for legal process in the adjustment of compensation claims. The simplest and most direct method of adjustment would probably be by an independent tribunal especially appointed for the purpose.

Finally, any system framed or adopted at the present time should offer some promise of permanency. Whatever the system adopted it will be a very important factor in the economic life of the country and there should be as little disturbance as possible after the system is established.

Which System is Best?

What facilities do the three methods of compensation which I have mentioned above respectively afford for the realization of a system embodying these features; and to what extent do the various existing systems measure up to the standard? In answering these questions it is not necessary to resort to guess work, but it is possible to present in almost every case overwhelming statistics and proof.

The individual liability systems are found to violate almost every principle above set out. They do not tend to prevent accidents. This statement is supported not only by the unanimous opinions of investigators but by the official reports of commissions and other investigating bodies in those countries where individual liability systems prevail. The departmental Committee, which in 1904 investigated the operation of the English Act preparatory to its extension in 1906, reported that "no evidence has been brought before us which enables us to find that any great improvement in the direction of safety has to be placed to the credit of this Act. Indeed some of the evidence rather points in the opposite direction." An individual liability system cannot well be operated so as to secure periodical payments as opposed to lump sum payments of compensation. No individual liability system can afford any assurance that the compensation payments will be made, or continue to be made, there being no guarantee of solvency on the part of those charged with payment. The individual liability systems have been proven to be wasteful in the extreme. A large percentage of the money paid out in contributions by way of employers' liability insurance being taken up by commissions, expenses of litigation, profits, etc. The workman is obliged to resort to legal or quasi-legal process to enforce his claim against the employer. The latter is supported by the employers' liability insurance companies with their superior facilities for contesting claims and the settlement of each claim involves a direct contest between employer and workman.

Further Weaknesses.

Nor does the individual liability system offer any promise or probability of permanence. The English Act is generally regarded as representing only a stage in the development of a system. In Manitoba, where an Act on the lines of the English Act came into force in 1909, there is already a demand for a change to a system of state insurance. The same remark applies to other individual liability systems.

And it must be observed that a change from an individual system to a collective or a state system involves the wiping out of the liability insurance companies, which are a necessary accompaniment to an individual liability system.

Without going into further details of the operation of

the systems of individual liability it may suffice to say that expert investigators are unanimous in their condemnation of the system. And I may repeat once more that their views are based not upon theories, but on statistics and facts, which are susceptible of proof to a demonstration.

Collective and State Systems Successful.

The systems of collective liability on the other hand have been almost uniformly pronounced satisfactory in their operation. The type system, that of Germany, is the outstanding example of a successful solution of the problem and the criticisms upon it are attributable almost solely to defects in the details of administration. The principal defect complained of, for instance, from the employers' standpoint is the policy which is enforced by the government of accumulating a large reserve fund by the imposition of premium rates in excess of the current cost of maintenance; and the question over which the greatest controversy exists is the "doctor question," namely, whether the employer's or the employees' physician should have charge of cases of injuries.

The principle of state liability, as applied in the State of Washington and other States, as well as a number of European countries, is also approved by expert investigators. Constitutional and other practical difficulties have interfered with the introduction of a state liability system in many jurisdictions where it was otherwise regarded as desirable, and the experience of those jurisdictions which have adopted the system has called enthusiastic commendation from employer and workman alike, as well as the general public.

The Actuarial Aspect.

There is an actuarial side of the problem which is of the most vital economic importance. Assuming that a system is to be established on a periodical payment plan, the question arises as to what basis should be adopted for fixing the premium levies. I have pointed out that under the Act of the State of Washington the periodical payments due in case of death are capitalized at the time of the injury, a payment of $20 per month being considered equivalent to a capital sum of $4,000. The question arises whether there should be collected for the year in which the accident happens the whole sum of $4,000 or only the $240 required to meet the payments of that year. The two actuarial plans may be respectively called the capitalized and the current cost plan. Under the current cost plan of course the annual rate would gradually rise as the number of beneficiaries increased, until the rate of payments lapsing by death equalled the rate of accessions by accidents. The annual rate would only reach its minimum after a period of about thirty years; but then the rate would be only the normal capitalized rate. This was the actuarial plan adopted in the German system. It represents a minimum strain upon present industry and does not involve the shock to the economic system which is incidental to a system where the cost of compensation is capitalized at the time of the injury.

One of the greatest defects of the English system,—and in this respect it is on a par with some of the collective liability and state liability systems,—is that it represents a maximum strain upon industry. Under any system of individual liability it is necessary to capitalize the periodical payments due to the workman or his dependents by setting aside a sum sufficient to take care of those payments for the future. Thus the capitalized value of the payments under the Washington Act in the case of death is $4,000. The setting aside of this sum would involve an assessment on the annual pay-roll of industries varying from 2 to 10 per cent. Under a collective or state liability system it is not necessary to set aside this capital amount. All that is necessary is to collect each year a sum sufficient to take care of the periodical payments due during that year.

The Current Cost Plan.

A state insurance or a compulsory collective system can be conducted on a current cost plan. An individual liability or a voluntary mutual insurance system cannot be so conducted, and in such systems it is necessary to capitalize the periodical payments at the time of the injury. The introduction of such a system in Ontario would involve the immediate imposition of a premium rate averaging approximately four times the rate at present regularly paid for employers' liability insurance. This would represent a very serious strain upon many industries already running upon narrow margins of profit.

A capitalized system involves another condition which is a very serious economic consideration. A capitalized system involves the setting aside of large sums of money in the form of reserve to meet future compensation payments. Even under the German system there is, as I have mentioned, complaint that the margin of approximately 9½ per cent. of the premium rate regularly set aside for a reserve fund is too large, and that the capital should be left in active use in the industry. The reserve fund in Germany has, in fact, reached immense proportions. One of the greatest economic defects of the English system is that it involves the piling up of immense sums in trust funds—a large proportion of it in the hands of county court judges in trust, and in trust and loan companies as a reserve against employers' liability insurance. The withdrawal of these funds from active industrial circulation is a serious handicap to national industry. It may be argued that this capital finds its way, in part at least, back to industrial channels, but it has in the meantime lost its fluidity and to a considerable extent its economic efficiency. The constant argument even under the German system is that it should be left in active use in the industry and for its development.

The Government's Opportunity.

These actuarial and economic features illustrate the complexity of the problem and the necessity of the most serious consideration before committing the province to any system which does not promise a satisfactory solution. It would be nothing short of a calamity if this province, having deferred legislation until after nearly every other civilized jurisdiction has adopted a plan, should now begin to experiment with systems discredited by the experience of other countries. The Province of Ontario has in times past been a pioneer in many excellent types of legislation, which have been copied by our sister provinces and by other jurisdictions. I am hopeful that the Province of Ontario may again take high ground and formulate a system which will represent the concentrated experience of other jurisdictions as well as the wisdom of our own, and afford a permanent and satisfactory solution of this important problem.

SOUVENIR OF THE WEST.

The always interesting remembrance of the Manitoba *Free Press* this year takes the form of a piece of buffalo hide, with the impression of a buffalo bull attached to it. Accompanying the souvenir is a booklet giving an account of the buffalo and a description of the round-up of the great Pablo herd. The subject is one of interest especially in view of the rapid disappearance of the noble roamer of the prairie. The *Free Press* incidently gives a few facts about the growth of Winnipeg, a growth in which it itself has taken a large part.

FACTORY BUILDING IN THE WEST

By N. P. Lambert

Manufacturing Will Soon Compete in Importance With Agriculture Among the Industries of Western Canada. Farm Will Feed Factory and the Factory Will Supply the Farm.

"THERE be *three* things which make a country great," said the philosopher, Bacon. So far the people in the Canadian West, and elsewhere in Canada for that matter, have laid claims to the greatness of our prairie country on the strength of one thing alone, namely, the fertility of the soil. Taking no less an authority than Bacon as a guide, Western Canada, before being considered great, should have "busy workshops and easy transportation of man and goods from place to place." The facilities for transportation are improving, although as yet one could hardly characterize them as "easy"; but the busy workshop has still to establish itself as an important factor in the life of the prairie West.

The special census taken in 1905 showed Manitoba, Saskatchewan and Alberta to have between them 554 industries of various kinds. The number of employees was given as 13,822, and the amount of capital invested was over $37,000,000. When the results of the recent census are made known, these figures of 1905 will likely be increased all round by at least one-third, thus making the number of separate industrial establishments in the three prairie provinces at least seven hundred. And nearly two-thirds of these seven hundred factories and shops, it will be seen, are located in Manitoba. Winnipeg alone has now between two hundred and fifty and three hundred successful operating plants. Saskatchewan, however, will hardly have a hundred industries altogether, while Alberta's roll will contain the names of nearly one hundred and seventy-five manufacturing institutions.

This means that manufacturing is gaining slowly in the West; it means, too, that at least there are possibilities for the further development of certain industries in that new country. But should not this development take place more quickly than that which has been seen in the past five years? What is holding back the establishment of "the busy workshop" throughout Western Canada?

Can Manufacturers Exist?

First, you ask, are the possibilities for varying the agricultural life of the West with manufactures really great? There seems to be no doubt of it. In Manitoba there is a possible water-power development of 495,000 horse-power, and so far there has been only 18,000 horse-power turned to use, that having been effected by the Winnipeg electric railway. The city of Winnipeg will have developed very shortly an additional 60,000 horse-power. Saskatchewan is still richer in natural power than Manitoba, having stored up in her rivers 500,000 horse-power, none of which has been developed, but a portion of which is now under way for the city of Saskatoon. Alberta is richest of all in "white coal," as well as in black coal, having at her disposal 1,114,000 horse-power, of which only 1,330 horse-power has been applied to any commercial end.

In addition to these natural water powers, all three provinces have coal deposits of various grades, Alberta, of course, having the greatest wealth in this respect. Then there are materials which are native to each particular province, such as gypsum, iron, clay and lumber in Manitoba; clay, lumber and flax fibre in Saskatchewan; and minerals in Alberta. Manufacturing as it exists now in the West is not based so much on the raw materials at hand as on those materials that have to be shipped in, or, in other words, on transportation.

And now, as one may see, why industrial activity is not more widespread in the three middle Western provinces, where surely there are materials to work upon. The market is there also. People are entering the West in larger numbers every year. They want manufactured goods and they want them cheap, and they also want the goods to be made in their own particular town or district, if possible. But this market, as it exists in all of the provinces separately, right to the coast, is circumscribed and made less attractive because of the legal barriers which the legislatures of each province set up against the business men of any other province, making it almost impossible for an intending manufacturer to hope for any inter-provincial trade at all. Unless this prejudice against so-called "Extra-provincial corporations" is withdrawn and all the provinces give right of way to companies incorporated under a Dominion charter, the industrial growth of the West is bound to be slow.

Railways Should Co-operate.

Another obstacle is high freight rates, which makes it extremely difficult for the farmer of the West and the manufacturers to work harmoniously for the best interests of Canada. The freight tariff on manufactured goods is as uniformly high to-day in Canada as it was forty years ago, when the railroads were first being built. There must be "easy transportation" of goods from place to place before the strength of the country is assured, and although the actual physical facilities for carrying freight through the West are good, the cost is far from being conducive to expansion and the proper establishment of business.

A third great disadvantage, that must be overcome before capital and labor will be directed in any great volume towards manufacturing in the West, is the inadequate food supply. Expensive food is really at the bottom of the big Western revolt against the cost of living, which has of late assumed the form of an attack against the country's fiscal system. It seems strange that a fertile country like Western Canada does not furnish itself with sufficient food to supply its own needs—that is, if food is to have a greater variety than the one staple product, wheat. The economics of the whole situation in the West is that such articles as meats, poultry, eggs, butter, milk and cheese, all of which can be raised most plentifully and profitably, are so scarce and expensive in many sections of the prairie that a high standard is set, which has found its way into Eastern Canada, and the increased cost of things has extended gradually into every department of our commercial life. Why should not the West, which is receiving the greatest number of the tillers of the soil these days, produce the bulk of Canada's provisions? It is that section of

the country, not the industrial East, that should be supplying the people with food, and because it is not doing this the standard of values is being set by the West, and being set high. Factories and factory workers will always be backward about locating in these districts, where wages will hardly suffice to pay for rent and food.

It is worth while noting that where manufacturing has progressed most rapidly in the West there also the greatest amount of attention is being paid to mixed farming and the raising of food supplies for the growing towns and cities. For instance, in Manitoba, where the industrial expansion has been greatest during the last ten years, food products have been supplied most abundantly. The recent census reflects a condition in Manitoba that is striking indeed. Of the net increase in population of that province during the last decade of nearly 200,000, about 109,000 people went into the towns and cities, while only some 90,000 entered the rural districts. This kind of growth has been dependent largely upon an increased supply of food, and in Manitoba the idea of mixed farming is being adopted very readily. During the past summer it was not an uncommon sight from the car window or in driving along the trails to see, here and there, waving fields of luxuriant corn. Root and hay crops are also being grown more extensively, and in consequence the output of dairy produce, meats and poultry has become an important feature in the agricultural account of Manitoba. Last year potatoes and roots were harvested to the extent of over 8,000,000 bushels. The yield of cultured grasses amounted to nearly 150,000 tons. Dairy and creamery butter and cheese, worth $1,500,000, were marketed by the farmers of the province in the year. In addition to the dairy products, the farmers disposed of 91,000 turkeys, 53,000 geese and 465,000 chickens; and the number of head of horses, cattle, sheep and swine in the province was 735,000. These items in the agricultural output of Manitoba have a great deal to do with the fact that industrial activity is more pronounced in that province than in either Saskatchewan or Alberta, even though the natural facilities for manufacturing in the last-named province are of the very best in the whole Dominion.

The Consumer Will Benefit.

One may next look at the question of manufacturing in the West from the point of view of the purchaser of manufactured articles. We have seen certain difficulties that make it hard for the manufacturer of the East to set up plants in the prairie country. But one fact remains—the manufacturer of Canada is not getting a proper share of Western business. In many lines manufactured goods from the United States are filling the Western market. For instance, it is known that school desks at the rate of 100,000 per year enter the Canadian West from Michigan. Hardware and implements of different kinds find their way to the Western consumer, mainly from the United States. Other articles are supplied in large quantities from the same source. The story is told by a man in Winnipeg how, after waiting six months for a piano from Toronto, he was able to get a piano in two weeks from a firm in New York. The point is, that if Canadian manufacturers wish to preserve the Western market for themselves they must enlarge their capacities either in the East or in the West, and spend money, and even make sacrifices to get the business.

At the present time it is estimated by the manufacturers of this country that their annual output amounts in value to a billion dollars. Last year exports of Canadian manufacturers were valued at $31,494,916. This means, therefore, according to the above estimate, that it takes nearly twenty-nine-thirtieths of the output of Canada's factories to supply the home market. It seems quite clear then, after considering the enormous increasing demand for manufactured goods in Western Canada, that we are not adequately equipped to supply our own needs.

MARKET FOR PAINT IN SOUTH AFRICA.

Elder Dempster & Co., Montreal, have issued the following export letter, dealing with the market for paints in South Africa:

We have been doing our best to obtain shipments of paints and colors, but up to the present we have not shipped any to the various South African ports.

The trade in paints and colors is very considerable, and, except for water paints, it is almost entirely in the hands of the British makers. Most of the painters are either English or Australian. We understand they rarely buy their paints mixed, but purchase the stainer, which is a paste, and mix it with the white lead and linseed oil to make their colors.

The trade in stainers is divided among a large number of English makers, not one of whom seems to be better known than another. One British firm does not keep a permanent agent over there, but sends out a representative once a year, who does the country thoroughly, going round to all the large towns, and calling upon the master painters as well as the dealers. He does not as a rule sell to the master painters, his business being to interest them. In the event of an order being taken, however, commission would be paid to the merchant from which the painter usually purchases his goods.

The British makers have the greatest part of the varnish trade in their hands, particularly when this commodity is required for the better class of work. There is a cheap United States copal varnish imported quoted at 80 cents per gallon F.O.B. New York.

A large demand exists for the cheap ready mixed paints in 1-lb., 2-lb., 4-lb. and 7-lb. tins. Of the cold water paints, one of the best we are informed is made by a New York company. It is said to be most difficult to compete against them, their product being of high quality and splendidly advertised. It is said that painters have confidence in this article.

Amongst specialties, one brand of enamel made in New York has a fine reputation in South Africa. All good dealers stock it, and it commends itself particularly to them on account of the enterprising way in which it is pushed, the excellent advertising matter which accompanies it, and the very attractive way in which it is put up. We understand the tins are of good design, pleasing to the eye and it is shipped packed in strong cardboard boxes carefully labelled.

While several firms have asked for our rates, and we have quoted low rates on paints and colors, we have never been able to make a start. There seems to be no reason why we should not be able to ship some varnish, if not the paints, and we will be pleased to hear from any firms who are interested in South Africa.

YEAR BOOK OF BRITISH COLUMBIA.

A mass of interesting information is contained in the British Columbia Year Book, which has just been issued by the Government of that province. The wealth and resources of the Province are discussed in the light of past developments and future prospects. A complete record is given of the members of the Legislature and provincial members of the Federal Parliament, public officers, etc. A historical sketch of the early life of the province adds greatly to the interest of the book. The price for general circulation is $1.15 a copy and may be had from the King's Printer, Victoria, B.C.

HOW THE COUNTRY'S REVENUE IS RAISED

$75,409,487 Was Secured Through Indirect Taxation in 1910. To Depend Entirely Upon Direct Taxation Would Impose a Heavy Burden on Property.

THE Dominion of Canada raised, during the year 1910, the sum of $60,156,134 in the form of customs duties, and the sum of $15,253,353 in the form of excise. Few people realize the importance of this fact. We are so much accustomed to think of the tariff in terms of the well-worn controversy between free trade and protection, and to hear it spoken of as a form of particular privilege in favor of the manufacturing classes, that we are apt to lose out of sight the larger or fiscal aspect of the tariff system. Take, for instance, some of the items: In the year 1910 the duty paid on machines and machinery (a charge which, by the way, came largely out of the pockets of the manufacturers themselves) amounted to $3,084,067. The importing jewellers paid to the government $447,870. The duty collected on fancy goods amounted to $1,077,361. Electrical apparatus contributed a revenue of $909,482. Drugs and chemicals contributed $604,313.

We see here the broad contrast that there is between direct and indirect taxation. Indirect taxation is the name given to such charges as customs and excise, which are paid in the first place, not by the consumer himself, but by the importer or manufacturer.

Direct taxation includes such charges as property taxes, income taxes, poll taxes and so forth, which are levied directly upon the citizen in respect to the property which he actually owns.

How the Tariff Helps the Provincial Revenue.

Now public revenue has got to be raised in one fashion or another. If we do not raise it by means of the tariff, we must fall back upon direct taxation. If Canada were to abolish the whole of its tariff system to-morrow, we should have to raise some sixty or seventy million dollars by some other plan. More than that—and the fact is not generally appreciated—our Canadian provinces, though they levy no customs duties, in reality draw a very heavy revenue out of the proceeds of the national tariff system. In our plan of government the Dominion of Canada distributes to the different provinces each year very large sums which practically come out of the proceeds of this indirect taxation. In the year 1910 the government paid out $9,361,388 in this fashion. Evidently, then, if the Dominion Government had not its tariff system on which to rely for this money, the provinces would have to raise it as best they could for themselves, and the only way in which this could be done would be by having recourse, to a greater or less extent, to direct taxation of the citizens.

The Rigor of Direct Taxation.

Now no doubt direct taxation is not without its advantages. The citizen who has to confess to the tax gatherer exactly what is the value of his property and then pay a percentage on it, or who must make a sworn statement of his year's income and pay an annual tax on that, is at any rate in a position to see at first hand just what an expensive thing government is, and he learns to watch the progress of public expenditure with a vigilant and interested eye.

Its Inequalities.

But perhaps the difficulty with the direct tax goes even deeper than this. Whatever may be its merits in theory, it is extremely difficult in practice to apportion and levy any such charge in a just and equitable manner. Direct taxes in theory ought to fall on all forms of property alike. In practice, some kinds of property suffer much more than others. Property which is visible and tangible—as, for instance, farm lands and buildings and live stock—cannot possibly escape. Property such as balances in the bank, or the earnings of professional men, readily slips through the net thus held out by the tax gatherer, and, of course, the more one kind of property escapes the more heavily does other property contribute.

Direct Taxation in the United States.

If one wishes to see the difficulties encountered in direct taxation, one has only to turn to the existing situation in the different States of the American Union. They receive no subsidy, as our provinces do, from the customs receipts of the Federal Government. The state, county and township authorities draw a very large proportion—in the case of the two latter practically all of their financial support from the proceeds of a direct tax laid on all forms of property. The tax applies both to real and personal property—land, houses, buildings, horses, carriages, furniture, stock and shares, mortgages, bonds, etc. At its origination it seemed eminently reasonable. The States were forbidden to levy import and export duties, and to levy excise duties would tend to drive out manufacturers to a more favored locality; they therefore, of necessity, fell back on direct taxes. And of all such, a single tax, laid on all forms of property alike, seemed to commend itself as the most uniform and equitable. In practice it has shown itself to be distressingly inequitable.

The Distribution of the Tax.

This is due in part to the manner of the assessment, which is made as follows: "The State authorities compute the amount of the direct tax needed for their purposes, and divide it among the counties in the proportion of the value of assessed property in each. To the sum thus called for each county adds the amount needed for its own use, and then distributes it in like manner among its townships, again according to the proportional value of the assessed property in each. To this sum the township adds what is needed for its own purposes, usually the largest amount of all. The total thus reached is distributed among all the property holders of the township, according to their proportion of assessed property; in other words, the total of the assessed property is divided by the total tax to be collected, and a tax rate is thus obtained, which is levied on all property. If, for example, the total of the property was worth $5,000,000, and the total tax to be collected was $100,000, then the rate tax would be put at one-fiftieth, or two per cent. Under such a system, then, everything turns on the assessment. If one county has been assessed for very much less property than it actually has, then the amount of the tax assigned to it by the State will be very much less than it should be, but at the expense of the other counties, for the rate all round will need to be higher in order to supply the fixed quantity of money asked for. Or again, let us suppose that in one of the townships the property is assessed for very much less than it is worth. Then the township in which the assessment is too low is given less than its share of the county tax, but always at

the expense of the other townships, on account of the rate being of necessity higher than would be needed if the assessment were larger. Finally, within the township itself, precisely the same thing happens among individuals.

The Honest Man Suffers.

Anyone whose property is put at too low a valuation, or not valued at all, escapes, at the expense of his neighbors; and the more the property in general escapes assessment and remains invisible the higher becomes the tax rate. Hence has arisen what is called competitive under-assessment. The assessors, moreover, being elective officers, elected in most cases for a very short term, are personally interested in not making the total property of their area stand at too high a figure.

The upshot has been that while the system was originally devised as the most equitable form of universal taxation possible, in its actual operation nothing could be more vicious and inequitable. For it is to be observed that it in reality discriminates most unfairly between different kinds of property. Real estate, for example (lands and buildings), is much less easy to conceal than such forms of property as shares in bank stocks, bonds, debentures, etc. In illustration of this it may be mentioned that in the assessment of property in Brooklyn, in 1895, real estate constituted over ninety-eight per cent. of the total values. Some years ago (1884) a tax commission in West Virginia reported in reference to personal property, "Things have come to such a condition in West Virginia, that as regards paying taxes on this class of property it is almost as voluntary, and is considered pretty much in the same light, as donations to the neighboring church or Sunday School."

A School for Perjury.

In addition to this, a premium is put upon dishonesty, since people of a pliable conscience will find it easier to dodge the assessment than those of a more compromising morality. Even some of the measures intended to prevent this—as, for example, the adoption of a schedule of property made out and sworn to by the owner, and the penalties (legal and spiritual) for perjury, etc—accentuate the evil rather than lighten it. The worst feature of all is that, when under-assessment once sets in, it moves forward at an accelerated pace. For the higher the rate rises, the more imperative does it become for each individual to under-state his property. But the more the property is under-stated, the higher the rate rises, and thus the worse the situation is, the worse it tends to become. In some cases the rate becomes so high that to tell the literal truth and pay the full rate tax would mean absolute ruin. Thus, in some of the "towns" of Chicago, previous to the reform of the assessment system a few years ago, the rate stood as high as eight and nine per cent. Now it must be remembered that this means, not the contribution of eight per cent. of one's income, but eight per cent. of one's capital property. To actually pay this and continue in business would not, for ordinary enterprises, be found possible. The result is that both the assessors and the assessed adopt a rough scale of depreciation, accepting as accurate a figure that is perhaps one-fifth or one-tenth of the probable actual value of the property concerned. Meanwhile the incentive to dishonesty remains, and a vast amount of property escapes untaxed.

Direct Property Tax Condemned.

Throughout the entire United States opinion is agreed as to the inefficiency and iniquitousness of the general property tax. It has been condemned by a long series of state tax commissions held within the last forty years, and by all the highest authorities on the subject of public finance. "Instead of being a tax on personal property," said the New York Commissioners of 1872, "it has in effect become a tax upon ignorance and honesty. That is to say, its imposition is restricted to those who are not informed of the means of evasion, or, knowing the means, are restricted by a nice sense of honor from resorting to them." The Illinois Commission of 1886 spoke of it as "a school of perjury, promoted by law." The New York report of 1893 says: "It puts a premium on perjury and a penalty on integrity." The recent industrial commission, in its final report (Vol. xix.), quotes as illustrative of the general feeling the words of a special committee on taxation which reported to the California Senate in 1901: "From Maine to Texas, and From Florida to California, there is but one opinion as to the workings of the present system—that is, that it is inequitable, unfair and positively unjust. Theoretically all property is called upon to bear a share of the public burdens in exact proportion to its present value. In practice, that end is admittedly not even approached. Scarcely a fractional part of the property in any commonwealth is brought to the tax rolls."

INTERNATIONAL EXHIBITIONS.

London, Eng.—An international exhibition of non-ferreous metals will be held in London during May, 1912, at the Royal Agricultural Hall, London, N. Mr. F. W. Bridges, Balfour House, Finsbury Pavement, London, E.C., is manager, from whom full information may be had.

Ceylon.—An all-Ceylon exhibition will be held some time during 1912, under the patronage of the Governor of the Colony. Facilities will be afforded for showing working models of machinery, etc.

Copenhagen.—An exhibition of motors for power boats will be held in Copenhagen, Denmark, from July 5th to August 26th, 1912.

The Hague.—An agricultural exhibition is to be held at The Hague in August, 1913, under the auspices of the Royal Netherlands Agricultural Society. Foreign exhibits will be admitted in the sections for (1) agricultural machinery and implements, and (2) agricultural buildings. Under the former section will be included (*a*) the exhibition of agricultural machinery and implements, (*b*) the exhibition, examination and testing of new and improved agricultural machinery and implements, and (3) the trial of swathe-turning hay-making machines and of motors of 10-25 h.p. using crude oil. Exhibits from abroad will be admitted into the Netherlands free of duty on condition of re-exportation. Particulars of the exhibition and forms of application for space may be obtained from the Exhibition Offices, Buitenhof 42, The Hague.

Baku.—An international exhibition of internal combustion motors, electro motors, compressors and automobiles will be held for a month and a half this summer in Baku, Russia. The exhibition is under the charge of the Baku Branch of the Imperial Russian Technical Society. It is reported that there is a good demand for oil and gas-engines in the Caucasian and Transcaspian districts of Russia

Montevideo.—A proposal has been made for the organization of an international exhibition in Montevideo, Uruguay. As the date mentioned is 1912 and as nothing definite has yet been done it is scarcely possible that the project will be undertaken.

London.—An international exhibition of engineering and machinery will be held in London, Eng., on Oct. 4th to 26th, 1912. Information may be had from exhibition managers, Machine Tool and Engineering Association, Ltd., 104 High Holborn, London, W.C.

THE MANUFACTURER AND HIS BANKER

By H. M. P. Eckardt

Consolidations and Mergers of Capital Have Altered the Old Intimate Relations. New Methods by Which Banks Finance Gigantic Industries.

THE last ten years have seen a considerable change in the relations of the manufacturing concerns with their bankers. The numerous consolidations and mergers have served to augment the size of the average unit with which the banks are called upon to deal; they have also served to change the basis of the arrangements governing the intercourse of industry with the banks. Before the era of consolidation had made such great headway a manufacturing account as carried by a bank would probably cover the operations of a firm or joint stock company owning one good plant. Through long association the officials of the bank may have learned that the affairs of this company were in good hands, and that the industry was one that could be carried on advantageously in the locality where it was situated. The company, in other words, enjoyed good credit at the bank and was able to borrow funds for all reasonable requirements.

In due time the owners of this business entered into a consolidation composed of ten or a dozen plants located at various points. Suppose the same bank has the consolidated account, and note the difference that would exist in the relations. Formerly the bank had to deal with a company which owned its plant free of encumbrance. The capital stock was owned by half-a-dozen parties living in the same locality. Moreover the bank had seen the company faithfully discharge its obligations year after year; it had also seen the evidences of profitable operation in the visible growth of the value of the plant while the liabilities were not increased in proportion.

Now the conditions are altered. The plant with which the bank is familiar is merely one of the ten units forming the consolidated company's property. In organizing and equipping the consolidation, a large amount of securities has been placed with the investment public. There are, perhaps, a million dollars in bonds, the same amount of preferred stock, and perhaps two millions in common stock, some of which latter may have been given as a bonus in order to make the issue of senior securities more attractive. The change that has taken place is that the public has undertaken to advance the funds required for carrying on the business. By means of the issue of bonds and preferred stock the bank loans of the individual plants have been paid off, some of the individual owners have been bought out; perhaps a new plant has been built or the equipment of certain plants improved; and presumably a supply of working capital has been provided.

The bank finds the question of lending to a concern of this kind more complicated than was the question of lending to its old customers who owned the plant now merged with ten or eleven others. In the first place it might appear that the consolidation, having borrowed heavily on bonds from the investing public, should be able to get along without direct loans from its bankers, except, perhaps, on special occasions. The bank has to remember that the bonds represent a mortgage on the plants and other property of the corporation. It has also to wait, if the consolidation be newly formed in order to discover how the earnings of the concern take care of the fixed charges and dividends on preferred stock. In some cases the bank makes special advances to a consolidation of this kind on the security of the consolidation's bonds. Actually this amounts to accepting one class of the corporation's obligations as security for another type of its obligations.

Enough has been said to show that the mergers and consolidations have effected a considerable change in the relations of the banks and the manufacturers. Under the conditions presently existing there is wide scope for the exercise of financial skill in determining what proportion of an industrial corporation's indebtedness should be funded and what proportion should be provided through short term loans. At the present time the bonds of industrial concerns have to bear rather high interest rates. Allowing for underwriters' commissiones and other expenses, it appears that many of these issues cost the issuers 6½ per cent. per annum in interest. This high interest basis for funded debt has a tendency to increase the floating debts of the industrial corporations.

But it will be interesting to consider the attitude of the banks towards those manufacturers who have not joined a consolidation or merger. There will always be a large number of manufacturing plants operated independently; and in their cases the relations with their bankers will be similar to those existing before the era of consolidation set in.

In making advances the banks are always disposed to give a decided preference to good trade bills. Long experience has taught them that they encounter the minimum of risk in discounting good trade bills. There is almost no limit to the line of credit which a big bank will grant on the trade bills drawn by a good customers on parties who always pay at maturity. Some manufacturers follow the policy of having in their tin boxes a reserve of good trade bills which are available for discount at any time. Thus if the customer has a line of $125,000 in trade bills under discount he will, perhaps, find it advantageous to have $10,000, $15,000 or $20,000 of good bills on hand ready to discount in an emergency, or when an opportunity of taking up a specially profitable transaction presents itself. Others will carry instead the same amount in good marketable bonds or stocks which would serve as collateral for a special loan at any time.

A customer who financed himself in this way would be to a large extent independent. If his bills were of high class and he did not require to ask for any other accommodation than that just referred to, he could depend on any large bank to take up his account almost any time. An account such as this would be valued very highly indeed. Of course, in order to ensure that the trade bills were uniformly good it would be necessary to use great care in selling only to parties who would pay promptly at maturity. Those manufacturers who sell to the wholesale trade could meet this requirement more satisfactorily than others who sell to the retailers. It is almost impossible for a manufacturer who sells direct to the retail trade to have such an assortment of bills that every one will be paid by the promissor when due. There will always be some of these promissors or acceptors who fail to make payment on the day of maturity. It is a mistaken notion to think that the bank will value the account higher if these delinquents take up their bills by "drawing back" on the manufacturer for the whole or a part

of the matured bill. The bank will think most highly of the account if everything about it is open and above-board. If one of the promissors on a trade bill under discount cannot meet it when due the best way is to have it returned unpaid. If he is in position to make a payment on account, let the payment be marked on the bill and have it returned showing the balance unpaid. Needless to say the bills on customers who do not pay promptly should be kept within reasonable limits. There is more involved in this than the credit of the account. If there is a large proportion of the bills returned unpaid the bank will not regard the account so favorably and the manufacturer's losses from bad debts will probably be excessive.

Then, of course, the banks are in the habit of advancing funds to the manufacturers in the form of direct loans. There is a large business done with some industries on the basis of warehouse receipts. This applies more particularly to staples having a broad continuous market. When the manufacturer lays in a heavy stock of such a staple which comprises his raw material he may secure advances against it. An advance of this kind is more readily negotiated when the manufacturer is in position to give an independent warehouse receipt covering the pledged goods. When the goods comprising the security are to remain in the borrower's possession the special considerations bearing on the matter have to be taken into account. The character, ability, responsibility, and record of the manufacturer will then perhaps determine the question as to whether the advance will be made. It should be said, however, that while competition among the banks has led to their granting considerable advances to manufacturers on the manufacturers' own pledge of merchandise, these advances are often made reluctantly, under compulsion in a manner; and in some cases the manufacturer injures his credit with his bank by having recourse to them extensively. Usually it pays in the long run to have the bank advances substantially in the form desired by the bank.

Then the banks at times make what are called "personal loans" to manufacturers. These apply to the enterprises carried on under the form of joint stock limited liability companies. In cases where the stock is all paid up the owners of such an enterprise are, of course, liable only to the loss of the funds already paid by them for their stock. Suppose the bank makes a direct loan merely on the company's note and payment is defaulted, the bank then has no recourse upon the individual shareholders. The directors may be men of substance, and the bank may consent to make an advance of a reasonable sum on the company's note, bearing the individual endorsements of the directors; or it may take from them a bond in which they individually guarantee the payment of certain loans made to the company.

WESTERN DEVELOPMENT.

Valuable statistics, from which he deduces an impressive forecast as to the agricultural future of Western Canada, have just been compiled by Charles F. Roland, industrial commissioner. Regarding the three provinces of Manitoba, Saskatchewan and Alberta, less than one-twentieth of whose available lands have been brought under cultivation up to the present time, the commissioner says:

"Taking the average of increase in the population of the three provinces from immigration and other sources for the period of five years just preceding the year 1908 as a working basis, the resultant figures show that in ten years, in 1918, the same country that now has less than two millions of people will have more than 10,000,000 people by that time. Figuring from the average increase in land under cultivation for the past seven years, there will be as much as 50,000,000 acres cultivated of that great block of land which extends for 1,000 miles east and west between the Rocky Mountains and the Great Lakes, and north 400 miles from the United States boundary.

"Eighteen bushels of wheat to the acre is considerably less than the average crop produced by the rich prairie soil of this Western Canadian country; and oats and barley produce enormous crops, with flax reliable and reasonably productive. Figured upon the basis of wheat alone, the product of 50,000,000 acres of land would be the vast amount of 900,000,000 bushels of wheat. The harvest of this crop, absolutely certain to be raised on the wheat fields of Western Canada within the next twenty years at the outside, will take no less than 625,000 harvest hands, whose pay for the gathering of the crop will count up to the tidy sum of $30,000,000. Twenty thousand trains of forty cars each (the average wheat train has thirty cars) will be required to move the crop; and if it were possible to ship the whole crop at once, with Winnipeg as the central shipping point, the cars that would be required would fill every foot of track on the main lines of the C.P.R. and G.T.P. between Winnipeg and Montreal, and Winnipeg and Moncton on the east, and the main lines of the same system from Winnipeg to Vancouver and Prince Rupert, on the Pacific coast; or, in other words, 6,000 miles of solid grain trains would be necessary. At an average selling price of 80 cents per bushel, this crop will make a return to the country from which it comes of $720,000,000.

"The possibilities, the absolute certainty of manufacture and trade which must follow in the track of such partial development of the resources of the last and the greatest West are too manifold and too marvellous even to be approximated by calculations made now. Certain it is, though, that many towns and cities must be made, and hundreds of factories and shops spring up and flourish, miles upon miles of railroads built, when less than a third of the wheat-growing resources of Western Canada shall have been turned to account."

It is believed that the commissioner's figures will supply a final answer to recent published statements to the effect that Canadian railway building is being overdone.

BRANCH IN VANCOUVER.

E. C. Atkins & Co., Hamilton, have established an up-to-date branch in Vancouver, where a complete stock of saws and tools manufactured by this company will be kept and a sales force maintained. The Vancouver branch will be in charge of Mr. W. C. Birdsall. The company's establishment is in a six-storey building, which will accommodate the various departments. Besides the show rooms and sales department there is a repair shop, where fitting, re-toothing, etc., will be done. Mr. H. P. Hubbard, of Hamilton, is in general charge of all the Canadian business.

REVIEW OF A QUARTER CENTURY.

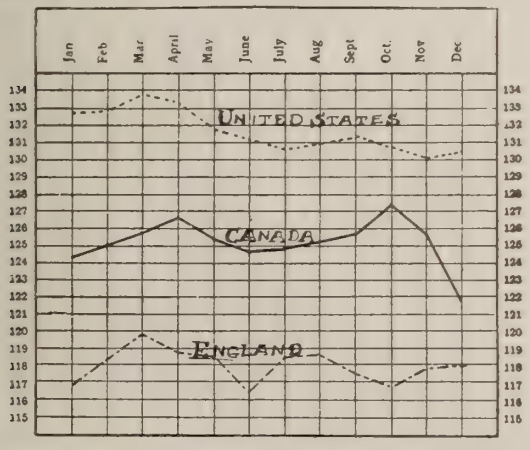
A fine publication has just appeared under the auspices of the Chambre de Commerce francaise, of Montreal, commemorative of the twenty-fifth anniversary of its foundation. The book, which is handsomely designed and well-printed, gives a review of Canadian life and resources and is a striking exemplification of the progress of Canada during the period covered by the Chambre's activities. The editorial work was in charge of M. Maurice Trembley, who is to be congratulated both on the great mass of useful information that he has gathered together, and the excellent way in which he has presented it.

HIGHER PRICES FOR RAW MATERIALS

Have Proved Factors in Increased Cost of Living. Manufactured Goods and Food Products.

A SIGNIFICANT fact in connection with the volume of talk and discussion that has originated from that hackneyed topic, the cost of living, is that in Canada the chief complaint is made against the high prices of food products, and not so much against manufactured articles. This circumstance is made more plain when one begins to seek data regarding the comparative cost to the consumer in the United States and Canada of household furniture, crockery, stoves and other articles of domestic use. While every Government report gives plenty of information about grains and fodder, animals and meats, dairy produce, fish and other goods, there is a remarkable paucity of material showing the cost of certain staple manufactured products.

Those reports, which happen to be more elaborate in their record of the output and consumption of manufacture, give but few examples in each class of goods. For instance, the report on wholesale prices for 1910, published by the United States Government, gives figures relating to furniture under the following heads only: Bedroom suites, bedroom chairs, kitchen chairs and kitchen tables. The natural deduction from all this is simply that there has been little or no demand for such information, due largely to the fact that no one seems to be greatly dissatisfied with the prices of the common ordinary household article made in the factory. The increasing cost of eating to live appears to be the backbone of the great economic problem which is agitating the consumer of the American Continent.



In 1908, Hon. J. S. Sherman, of New York, in the House of Representatives, placed on record a document regarding the advance in prices of various commodities as shown by the consular reports from the different countries of the world. No more striking proof than Mr. Sherman's report is required to show how universal has been the advance in prices, and, consequently, how impossible it is to shoulder the responsibility for the cost of living upon the tariff.

Increase is Universal.

In Germany, for instance, there was a general increase in the prices of all commodities. In England, a free trade country, cutlery, carpets, blankets, and other household articles showed an increase in the selling price. The consul at Athens, Greece, reported that while that ancient city was once a very cheap place in which to live, in recent years the prices of articles of food and other necessities has advanced until they were as high, if not higher, than in America. In Prussia, the prices of provisions increased greatly. Even in India, the prices of food grains advanced rapidly and unprecedentedly.

It is sometimes contended that the housewife in Canada, because of our tariff, cannot obtain furniture and other domestic necessities as cheaply as can be purchased in the United States. These official facts and figures, available, show that in this direction there is little, if any, cause for complaint. Canada has been more fortunate than some countries, for the tendency in the past decade has been one of decline in the prices of bedsteads, crockery, glassware, table cutlery and silver-plated ware.

It is interesting to analyse this situation more closely. Mr. R. H. Coats, in his special report on wholesale prices in Canada, obtained quotations for six representative lines of furniture, namely: Kitchen tables and chairs, dining-room tables and sideboards, bedroom suites and iron bedsteads. In all lines of wooden furniture, a steady and pronounced rise occurred in prices during the past twenty years.

In iron and brass bedsteads, on the other hand, there was a pronounced decline in the past ten years. The line quoted was a continuous pillar bed of shipping weight, about seventy-five pounds. It showed a decline from $6.51 in 1890 to $3.50 in 1909. The explanation offered by a leading manufacturer is that the manufacture of this article in Canada has reduced the cost both of brass and iron bedsteads.

Manufactured in Canada.

The general tendency in crockery and glassware, table cutlery and silver-plated ware was downward, especially during the first half of the ten-year period. These goods are manufactured chiefly outside of Canada, especially in Great Britain, and the reduction in price is attributed largely to trade competition. The rapid decline in silver-plated ware in 1907 followed the opening of a large establishment for the manufacture of this class of goods in Canada. Improvements in the manufacturing process have bettered the appearance of the goods.

There was an advance of from 12 to 15 per cent. in pails and tubs compared with 1890, and of approximately 30 per cent. compared with the low years, 1896-1897. The most extraordinary advance, however, is shown under the heading of brooms, which, in the closing days of 1909, has considerably more than doubled, as compared with the prices ruling in 1890. This, however, was largely accounted for by the scarcity of broom corn last year following a failure of the yield in the United States, the cost of broom corn to the manufacturer having advanced from $8-$10 to $20-$24 per ton. Apart from this advance, the price of brooms was fairly stationary during the decade from 1900 to 1910.

The average index price for furniture in 1890 was 97.4, and in 1909 had increased to 127.6, a gain of 30.2. The average price of bedroom sets in the United States in the same period changed from an index number of 113 to 145; bedroom chairs from 113 to 145.3; kitchen chairs from 109.8 to 143.8, and kitchen tables from 103.9 to 138.6. This latter item showed in the United States a decided increase last year from 124.7 in January to 145.5 in December. Taking house furnishing goods as a whole in the United States, there was a decrease of only 0.1 per cent. in price, six of the fourteen articles noted by the department having decreased and five increased. In Canada last year, on the

other hand, no change whatever occurred in the prices as represented in household furniture. No change occurred in the figures for cutlery and very little change in the price for crockery and glassware. Wooden pails and tubs kept down to a low level reached in 1909.

Tariff and Foreign Plant.

It will be noticed that furniture accounted for the most strongly marked increase in cost. It is possible to give only the wholesale quotations from the official government report, but these are the more stable figures. The chief reasons for the higher cost of furniture are increase in wages and in the prices of hardwoods. It is sometimes contended that the manufacturer who is helped and whose country's upbuilding is being assisted by a properly regulated tariff, takes advantage of these circumstances by retaining old types of machinery and plant. The inference is that such a manufacturer competing with an up-to-date foreign plant uses the tariff to counterbalance the inferior results of his own plant. In Canada this is not so. Notwithstanding the fact that there has been a marked improvement in the machinery for manufacturing furniture in this country during the past twenty years, which has enabled a finer finish to be placed on goods and more elaborate designs to be turned out with the same or less expenditure, the two factors noted—wages and hardwoods—have counterbalanced the effect of the superior machinery.

Mr. H. R. McMillan, of the Forestry Branch of the Department of the Interior, says that whatever can be done to encourage the production of hardwood in suitable localities in Canada should be done at once. Despite these adverse factors, the Government figures show that the average monthly price last year in Canada for kitchen chairs, common spindle, as an example, were $3.36 per dozen compared to an average monthly price in the United States of $5.50. Taking a longer period, the average price for the same article between 1890 and 1899 in the Dominion was $2.50 per dozen and in the United States $3.82.

Raw Material is a Knotty Point.

The question of raw materials to manufacturers has been a prominent one in many countries, but Canada probably has felt this phase of the question less than a good many nations. Commenting on this, the London Times said, two years ago: "The steady advance in the cost of raw materials, which is becoming a very serious matter, is due to a number of causes, chief among which may be mentioned the comparative smallness of the production, the great increase in the consumption, the high cost of labor in the producing districts, and the effect upon production and wholesale distribution of artificial restrictions." This fact has affected the cost to the consumer of a large number of articles. Too often the conclusion is hastily reached that the apparently high price of a manufactured article is due to the desire of the manufacturer to create or maintain large profits. Aside from the question of wages, freight rates, the increased cost of factory sites, and many other important considerations, the factor of raw materials is vital and has a tendency to fluctuate more widely the manufactured articles.

On summing up the averages of wholesale prices noted by the Dominion Department of Labor, it is seen that in 1890 raw materials were 13.6 points above the average for the base period, 1890-99, while manufactured articles were only 9.6 points above that average. In the recession which followed until 1897, raw materials fell to 23.2, while manufactured articles advanced only 26.4 points. Between 1909 and 1910, there was a gain of 4.8 points in raw materials and 2.3 points in manufactured articles. The statistics for 1910 show prices of raw materials at 42.6 per cent. above those of the base decade, and the prices of manufactured articles 17.1 per cent. above those of the base decade.

In arriving at these conclusions, sawn lumber has been regarded as raw material. Inasmuch as the advance in lumber has been rapid during the past twelve years, some change in the final result would be caused by transferring lumber to the list of manufactured articles. The following shows the ratio of the movement as between raw materials and manufactured articles, reckoning lumber in the latter:—

	No. of articles	1890.	1897.	1907.	1909.	1910.
Raw materials	60	119.8	97.6	153.5	152.0	156.4
Manufactured articles ..	157	107.7	93.0	122.8	117.2	119.7

Detailed comparisons either of wholesale or retail figures or household necessities are impossible from official figures. While the whole question of comparative prices as between Canada and the United States is a delicate one, it would be an excellent innovation if the department which published price statistics in Canada, United States and Great Britain would confer in order to collect information that would be of use in making proper comparisons. A glance at the statistics available shows that the Dominion is making great industrial strides under present economic conditions, at the same time creating common prosperity.

Wages are Increasing.

Wages, generally, are considerably higher than a few years ago and the tendency is still upward. Prosperity exacts higher wages which, in turn, increase the cost of manufactures and living generally. Discussing this point, the memorial of the Civil Service Association presented to the Royal Commissioners appointed to inquire into civil service matters in 1907, said: "Extraordinary as the present conditions are, there is no sign on the industrial or economic horizon that portends a change. The great prosperity in which the whole country is rejoicing shows not the slightest indication of abatement. As a matter of fact, what signs there are point uniformly to continued industrial and trade expansion, the only embarrassment that threatens being the lack of facilities—those of transportation in particular—to reap the splendid harvest to the full. Prices, therefore, may be expected not only to remain high, but to show still further advances."

The latest statistics show that the deposits, chiefly savings in our banks, post-office savings banks, Government savings banks, loan and trust companies, amount to $97.75 per capita. This means, broadly speaking, that the wage earner has settled his every day expenditures, purchased his home, household furniture and other necessities, and is still able to have a respectable margin for the bank. Add to this situation the fact that the denizen of North America is of an extravagant temperament, and we know that the per capita deposits might be increased substantially by more economical habits.

The following table shows the amount on deposit in the savings banks of Great Britain and other countries:—

Country.	Year.	Total deposits.	Average to each depositor.
United Kingdom ...	1907	$1,048,268,360	$84
Belgium	1905	155,739,160	68
France 1905-7		974,372,850	79
Italy	1906	616,183,030	92
Netherlands	1905	92,551,665	58
Canada	1911	698,936,033	98.75

While it is somewhat difficult to give comparisons of the cost of household manufactured articles in the two countries through the medium of official statistics, those who have lived on both sides of the international boundary line know that it is cheaper to furnish completely the rooms of the Canadian house than is the case in the United States.

The Monetary Times.

CHANGES IN FREIGHT RATES DURING DECEMBER

List of Freight Schedules Filed with the Board of Railway Commissioners During month of December, 1911.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the ond column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C. R. C.	R. R. No.	Effective.	Description.
Canadian Pacific Railway.			
Sup. 5 E 1582	Sup. 5 E 1169	Jan. 2, '11	Commodities from C. P. junction points to stations in the Maritime Provinces.
Sup. 14 E 1835	Sup. 14 E 1445	Jan. 2, '12	Commodities from C. P. stations to points in the U. S.
E 2242 Cancels E 1813	E 1840 Cancels E 1403	Jan. 2, '12	Sugar beets, c.l., C. P. stations to points in Michigan.
E 2244 Cancels E 2126	E 1842 Cancels E 1722	Jan. 2, '12	Equalization allowances at various stations.
E 2248	E 1846	Jan. 5, '11	Absorption of terminal charges on export traffic via the Port of Montreal.
E 2248	E 1847	Jan. 15, '12	Class rates C. P. stations to points on the D. & H. Co.
E 2250 Cancels E 1537 1538 1540 1999 2027	E 1848 Cancels E 1122 1123 1125 1593 1623	Jan. 10, '12	Local switching and interswitching at C. P. stations.
Sup. 4 E 1654	Sup. 4 E 1241	Jan. 11, '12	Classes, stations in Canada to Buffalo, Black Rock and Suspension Bridge.
E 2251	E 1852	Jan. 16, '12	Classes. C. P. stations to point in the U. S.
Sup. 26 E 2124	Sup. 26 E 1720	Various dates.	Commodities between stations east of Port Arthur.
Sup. 15 E 1855	Sup. 15 E1445	Jan. 24, 12	Commodities from C. P. stations to points in the United States.
Grand Trunk Railway.			
Sup. 9 E 1729	Sup. 9 T. 4	Dec. 31, '11	Class rates from points in Ontario "Town Tariffs."
Sup. 1 E 2242	Sup. 1 V. 28	Jan. 1, '12	Class rates from points in Canada to stations on the Philadelphia & Reading R. R.
Sup. 2 E 2431	Sup. 2 C. U. 63	Jan. 1, '12	Commodities, points in Canada to stations on the N. Y. C. & H. R. R. R.
E 2456 Cancels E 2103 Sup. 9 E 578	C. V. 60 Cancels C. V. 43 Sup. 9 V. 1	Jan. 1, '12 Jan. 1, '12	Sugar beets, c.l., G. T. stations in Canada to points in the U. S. Classes and commodities from stations in Canada to stations on the Toledo, St. Louis & Western R. R.
E 2463 Cancels E 2217	B. 21 Cancels B. 19	Jan. 1, '12	Class rates from Buffalo, Black Rock and Suspension Bridge to stations on the C. P. R. via North Bay.
Grand Trunk Railway.			
E 2457 Cancels E 1380	S. 86 Cancels S. 64	Jan. 10, '12	Interswitching at G. T. stations.
E 2467 Cancels E 1669	V. 33 Cancels V. 10	Jan. 15, '12	Classes. Stations in Canada to points on Delaware & Hudson Co.
E 2470 Cancels E 938	C. V. 21 Cancels C. O. 9	Dec. 15, '11	Binder twine, c.l., Welland to points in Canada.
Sup. 7 E 2265	Sup. 7 C. U. 58	Jan. 15, '12	Commodities between Buffalo, Black Rock and Suspension Bridge, N.Y., and stations in Canada.
Sup. 10 E 377	Sup. 10 G.B.Y. 8	Jan. 3, '12	Iron commodities from Collingwood to stations on the C. W. & L. E. Ry.
Sup. 6 E 1432	Sup. 6 C.A. 66	Jan. 29, '12	Elimination of commodity rates on rope, in coils, from Montreal to stations west.
Sup. 8 E 1433	Sup. 8 C.I. 52	Jan. 30, '12	Iron commodities from Montreal to stations west thereof.
Sup. 31 E 2352	Sup. 31 C.Y. 20	Jan. 2, '12	Commodities between stations in Canada.
Sup. 3 E 2431	Sup. 3 C.U. 63	Feb. 1, '12	Commodities from stations on G. T. to points in the U. S.
Sup. 33 E 176	Sup. 33 G.A. 10	Jan. 20, '12	Classes from G. T. stations and connecting lines to points in the U. S.
Sup. 27 E 2020	Sup. 27 C.P. 57	Dec. 22, '12	Paper commodities, Cornwall and Mille Roches to Valleyfield.
Canadian Northern Railway.			
Sup. 2 E 30	Sup. 2 E 30	Jan. 1, '12	Commodities between stations on eastern lines.
Michigan Central Railroad.			
Sup. 8 1751	Sup. 8 8764	Dec. 28, '11	Commodities, Buffalo, Black Rock and Suspension Bridge, N.Y., to points in Canada.
1839	9036	Dec. 15, '11	Binder twine, c.l., Welland to points in Canada.
Sup. 16 1511	Sup. 16 8148	Jan. 12, '12	Commodities, stations in Canada to Boston, New York, etc.
Sup. 9 1751	Sup. 9 8764	Jan. 12, '12	Commodities from Buffalo, Black Rock and Suspension Bridge to points in Canada.
Sup. 17 1511	Sup. 17 8148	Jan. 20, '12	Class and commodities from M. C. stations in Canada, also from C. W. & L. E. and N. St. C. & T. Railways to New York, Boston, Baltimore, etc.

C. R. C.	R. R. No.	Effective.	Description.
New York Central & Hudson River R. R.			
2070 Cancels 1128	A 20973 Cancels A 10547	Jan. 1, '12	Earth pain and cement, c.l., Troy, N.Y., to Ottawa, Ont. 10 cts. per 100 lbs.
2086 Cancels 1167	A 21025 Cancels A 10735	Jan. 15, 12	Boda, c.l., Syracuse and Solvay, N.Y., to Ottawa. 15 cts. per 100 lbs.
2094	A 21073	Jan. 15, '12	Wire rods, c.l., Buffalo, Black Rock and East Buffalo to Montreal. $2.50 per gross ton.
Western Maryland Railway.			
67 Cancels 16 & 23	——	Jan. 5, '12	Machinery, c.l., York, Pa., to Montreal and Mille, Roches. 22 cts. per 100 lbs.
Lake Shore & Michigan Southern Railroad.			
225 Cancels 214	——	Jan. 15, '12	Iron and steel articles, L. S. & M. S. stations to points in Canada.
226 Cancels 188	——	Jan. 15, '12	Commodities, L. S. & M. S. stations to points in Canada.
Sup. 11 214	——	Jan. 1, '11	Iron and steel articles L. S. & M. S. stations to points in Canada.
Sup. 7 194	——	Jan. 20, '12	Classes from L. S. & M. S. stations to points in Canada.
Buffalo, Rochester & Pittsburgh Railway.			
526 Cancels 474 513	A 909 Cancels A 861 3405	Jan. 14, 12	Commodities, B. R. & P. stations to points in Canada.
Central Railroad of New Jersey.			
547 Cancels 360	——	Dec. 31, '11	Pig iron, etc., C. R. R. of N. J. stations to Toronto, Ont. $3.20 per gross ton.
550 Cancels 398	——	Dec. 31, '11	Iron and steel articles C. R. R. of N. J. stations to Montreal.
Baltimore & Ohio Railroad.			
Sup. 5 851	——	Jan. 15, '12	Iron and steel articles B. & O. stations to points in Canada.
948	——	Feb. 1, '12	Classes from B. & O. stations to points on M. C. R. R. (in Canada), N. St. C. & T. and T. H. & B. Railways.
949	——	Feb. 1, '12	Classes from B. & O. stations to points on the Pere Marquette R. R. in Canada.
950	——	Feb. 1, '12	Commodities from B. & O. stations to points in Canada.
951	——	Feb. 1, '12	Classes from B. & O. stations to points on the Grand Trunk Ry.
952	——	Feb. 1, '12	Classes from B. & O. stations to points on the C. P. R.
Grand Rapids & Indiana Railway.			
117 Cancels 42	2159 Cancels 982	Jan. 14, '12	Pig iron, billets, etc., G. R. & I. stations to points in Canada.
Pennsylvania Railroad.			
JJ 41 Cancels JJ 27 JJ 30	——	Jan. 15, '12	Iron and steel articles, P. R. R. stations to points in Canada.
New York Central & Hudson River Railroad.			
2096	A 21098	Jan. 12, '12	Commodities from Buffalo, Black Rock and Suspension Bridge, N.Y., to Montreal.
Lake Erie, Alliance & Wheeling Railroad.			
100 Cancels 98 & 99	——	Jan. 15, '12	Classes and commodities, L. E. A. & W. stations to points in Canada.
Wabash, Pittsburgh Terminal Railway.			
Sup. 12 23	Sup. 12 257	Jan. 21, '12	Iron and steel from Wabash, Pitts., Ter. Ry., West Side Belt R. R. and P. & L. E. R. R. to points in Canada.
Cleveland, Cincinnati, Chicago & St. Louis Railway.			
Sup. 2 258	Sup. 2 811—G	Jan. 25, '12	Class and commodity from C. C. C. & St. L. stations to points in Canada.

NEW PATENTS

The following is a list of patents granted by the Canadian Patent Office to Canadians, and furnished by Fetherstonhaugh & Co., 5 Elgin Street, Ottawa, Canada.

136,974, F. D. Dennis and Jas. Jos. Sauriol, Toronto, Ont. Gas Pressure Mufflers. F. D. Dennis, Jas. Jos. Sauriol and Chas. W. Bougard.

136,982, G. H. M. Baker, Ottawa, Ont. Tyre Armours. G. H. M. Baker, R. V. Sinclair, and D. C. F. Bliss.

136,989, Geo. A. Snider, Montreal, Que. Lubricants. The Commercial Oil Co.

136,993, R. M. Zimmerman, Montreal, Que. Dump Cars. The Hart-Otis Car Co., Ltd.

136,994, R. M. Zimmerman, Montreal, Que. Dump Cars. The Hart-Otis Car Co., Ltd.

136,997, Jas. S. Island, Toronto, Ont. Chlorine Gas Generators. The Island Smelting Refining Co., Ltd.

137,014, H. A. Coedisch and P. Keismann, Brantford, Ont. Processes for the removal, recovery of chromo salts from leather, leather scrap or offal.

137,015, Ed. Thos. Rae and D. Carter, Toronto, Ont. Loose Leaf Binders.

137,017, S. Gogel and M. Bernstein, Toronto, Ont. Buttons.

137,018, B. Blackhall and Geo. B. Coward, Kingston, Ont. Bottle Filtering Faucets.

137,020, Jno. Armstrong, North Bay, Ont. Automatic Running Boards for Cars.

137,033, Thos. Corrigan, Toronto, Ont. Fountain Brushes.

137,049, M. Jno. Haney, Toronto, Ont. Rock Crushers.

137,050, M. Jno. Haney, Toronto, Ont. Pulverizing Dry Pans.

137,053, Wm. I. Hillier, Windsor, Ont. Insecticides and Fungicides.

137,077, M. McHale, Phoenix, B.C. Rock Drill making and sharpening, or the like.

137,078, W. A. R. McLean, Lumsden, Sask. Guards for Wagon Tongues, or the like.

136,096. E. Stanton, Toronto, Ont. Loose Leaf Binders.

137,103, Jno. Zeta, Redcliffe, Alta. Grain Tanks.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.

165. **Advertising Novelties.**—A Newfoundland firm wish to get in communication with Canadian Manufacturers of these goods.

166. **Agricultural Implements.**—A Northampton firm is open to purchase specialties in agricultural implements.

167. **Agricultural Implements.**—An English firm wish to get in touch with Canadian exporters of agricultural implements.

168. **Agricultural Implements.**—An English firm wish to get into communication with Canadian manufacturers of agricultural implements suitable for British agricultural districts.

169. **Agricultural Implements.**—An English firm wish to communicate with Canadian manufacturers of agricultural implements.

170. **Asbestos.**—A Glasgow firm are in the market for asbestos products, including moulded sections for steam pipes, asbestos millboard, asbestos lagging and other articles. This is an old established firm and good references are supplied.

171. **Birch.**—A Lancashire firm wish to receive prices for Quebec birch in log and plank.

172. **Canned Goods.**—A London firm wish to get into communication with Canadian manufacturers of canned goods.

173. **Canoes.**—A large firm of importers in Buenos Ayres wish to get in touch with Canadian manufacturers of canoes.

174. **Concrete Reinforcement.**—A Buenos Ayres firm wish to get in touch with Canadian manufacturers of concrete reinforcement.

175. **Dried Fish.**—An English firm importing dried fish of various kinds wish to get into communication with Canadian exporters of same.

176. **Dried Fruit.**—A Hamburg firm is in the market for dried fruit.

177. **Dowells.**—A London, England, firm are in the market for maple dowells, and would like to receive quotations from Canadian manufacturers. Particulars as to size and quantities may be had on application to this office. Prices are asked per thousand dowells, c.i.f. London or f.o.b. Canadian port.

178. **Furnaces.**—A Buenos Ayres firm of engineers wish to get in touch with Canadian manufacturers of heating appliances. Quotations should be c.i.f. Buenos Ayres, and full information should be given in reference to prices, weights, etc.

179. **Furniture.**—A Buenos Ayres firm wish to get in touch with Canadian manufacturers of house furniture.

180. **Glucose.**—A London firm enquires for Canadian manufacturers of glucose for shipments direct to South Africa.

181. **Handles.**—A Liverpool firm wish to get in touch with Canadian manufacturers of slotted white wood handles. Particulars will be given on application.

182. **Handles.**—An English firm are in the market for various kinds of tool handles. They mention specially small turned handles finished in imitation walnut or japanned; also hickory hammer stales and small handles.

183. **Harvesting Machinery.**—An English firm wish to receive catalogues and price lists for harvesting machinery.

184. **Hog and Beef Casings.**—A London firm wish to be placed in communication with Canadian manufacturers supplying hog and beef casings.

185. **Laths.**—A Liverpool firm ask quotations on 100,000 pitch-pine laths, 5-16 in. by 1 7-8 in. by 25 in., and on 100,000 hardwood laths 5-16 in. by 1 7-8 in. by 25 in. The firm are also ready to purchase large quantities to be cut from wast at convenience, if suitable prices can be obtained.

186. **Laths.**—A Liverpool firm is in the market for large quantities of laths, both pine and hardwood, and wish quotations from Canadian manufacturers.

187. **Machine Tools.**—A Birmingham firm enquire for high-class machine tools suitable for the British market.

188. **Maple Flooring Boards.**—A Lancashire firm is in the market for maple flooring boards in any quantity.

189. **Maple Strips.**—A London firm are in the market for unplaned maple strips 1½ in. by 3 in. by 18 in. and upwards in multiples of 9 in.

190. **Marine Engines.**—A Buenos Ayres firm are in the market for three cylinder triple expansion steam engines for yachts and launches, ranging from two to twenty-five horse power.

191. **Metallic Ceilings.**—A Buenos Ayres firm wish to get in touch with Canadian manufacturers of metallic ceilings.

AGENCIES.

1. **Agency.**—A Sydney, New Zealand, firm of manufacturers' agents wish to be placed in touch with Canadian manufacturers who are seeking to extend their business in that country. They are ready to work on either a straight purchase or commission basis, and supply references. They have already a number of agencies for United States goods.

2. **Agency.**—A Glasgow manufacturers' agent wishes to secure the representation of Canadian goods suitable for selling to the wholesale grocery and provision trade.

3. **Agency.**—A Canadian business man, who will shortly take up his residence in London, England, would be pleased to hear from Canadian manufacturers desiring representation in that quarter.

AMONG THE INDUSTRIES

A flour mill will be established at Rosetown, Sask.

Cooper Cap Co., Toronto, have let the tenders for their $18,000 factory.

The C.P.R. are building an annex to their hotel at St. Andrews, N.B.

Gormon, Clancy and Grindley will build a warehouse at Bassano, Alta.

The Riverdale Lumber Company will buld a box factory in Calgary, Alta.

Ex-Councillor Balker, of Brussels, Ont., intends to renovate his salt plant.

The Wingham Implement Company will locate a factory at Wingham, Ont.

The Royal Bank of Canada will erect a $75,000 building in Edmonton, Alta.

H. Vineburg and Co., Montreal, will erect a clothing factory at a cost of $200,000.

J. E. McLean, Kitsilano, B.C., is erecting a store and apartment building.

The Bank of British North America will build a branch in London next spring.

The Canadian Mosaic Tile Company are building a $15,000 factory in Victoria, B.C.

The Dominion Rock Drill Co., Ltd., Napanee, Ont., are enlarging their factory.

The Canadian Puget Sound Lumber Co. will erect an office building in Victoria, B.C.

Parisean Bros., Outremont, Montreal, will build a box factory to cost $20,000.

Foundations are in for the Tilbury Handle Company's factory in Tilbury, Ont.

Reeve John H. Atwood, will build a brick block, costing $8,000, in Bridgeburg, Ont.

John D. Atcheson, Winnipeg, is erecting a ten-storey office building on Lombard Street.

Mr. H. R. Gutheil has just completed an addition to his extensive plant in Montreal.

The Standard Fisheries, Limited, Vancouver, are building a cold storage, costing $3,000.

The Flesher Marble Company intend to erect a $50,000 warehouse in Calgary, Alta.

Inksetter and Myers, Limited, Hamilton, Ont., will build an ice factory, costing $4,000.

S. Beattie, Welland, Ont., is preparing alterations for his hotel to the extent of $15,000.

Alex. Nelson, 380 St. Catharine Street, Montreal, is building four stores, to cost $90,000.

Seamon, Kent and Company, Meaford, propose to build a $10,000 addition to their factory.

The Davies Acetylene Company, Elkhart, Indiana, will build a factory in London, Ont.

The Montrose Paper Mills, Limited, propose to extend their paper mills at Thorold, Ont.

The Dominion Mahogany and Veneer Company will erect a $75,000 factory at Lachine, Que.

Messrs. Snyder Bros., Waterloo, Ont., are building a $15,000 addition to their furniture factory.

D. W. Coloin, Ohio, and W. B. Hanlon intend to establish a brick plant at Lundbreck, Ohio.

Plans are being prepared for the erection of a $75,000 office building in Vancouver, B.C.

Storey and Campbell, Vancouver, B.C., are contemplating the erection of a business building.

The City Dairy Company, of Toronto, are planning to erect a dairy building in Woodstock, Ont.

H. C. Munn, Vancouver, B.C., has prepared plans for a store and apartment block, costing $40,000.

A site has been purchased for a building in St. John, N.B., by the Bank of British North America.

The F. C. Burroughs Furniture Company, Toronto, will build a new warehouse, costing $25,000.

BOOKLET ON THE CAPITAL.

Mr. Herbert W. Baker, Industrial Commissioner of Ottawa, has just issued a very handsomely illustrated booklet describing the Capital and setting forth its many advantages from residential, business and industrial points of view. One of the many inducements offered to manufacturing firms is cheap power. Those seeking infomation about Ottawa will find much that will be satisfactory in this publication.

DAVIDSON'S TRAVELLERS' RE-UNION.

The directors of The Thos. Davidson Mfg. Co., Limited, of Montreal, were the hosts at an enjoyable luncheon held in the Windsor Hotel, December 28th, the occasion being the annual reunion of the travellers, about 30 representatives of this body having gathered together from all part of the compass. Mr. Edward Goodwill made reference to the recent opening of a branch warehouse at 120 Duke Street, Toronto, under the management of Mr. R. C. Warmington. This should prove a great convenience for the firm's customers in Toronto and other Ontario points, who will thus be enabled to secure very prompt delivery of goods. Mr. T. C. Davidson, vice-president, acted as chairman.

INDUSTRIAL CANADA

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The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

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INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada

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TORONTO

General Secretary: G. M. Murray.

Editor: J. T. Stirrett

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COMMENT OF THE MONTH.

Western Freight Rates.

THE decision of the Board of Railway Commissioners for Canada to conduct an investigation into Western freight rates is one of the most important in the history of the country's transportation. It was given upon motion of the Commission, following the Supreme Court's judgment sustaining their ruling in the Regina rate case, and dismissing the appeal of the Canadian Pacific and Canadian Northern Railway Companies. The statement reads:

"It is declared to be advisable that:

"(1) A general enquiry be at once undertaken by the Board into all freight tolls in effect in the Provinces of Manitoba, Saskatchewan and Alberta, and in the Province of Ontario, west of and including Port Arthur, with the view that, in the event of its being determined that the said tolls, or any of them, are excessive, the same shall be reduced as the Board may determine.

"(2) A sitting of the Board will be held at the City of Ottawa on Tuesday, the 13th day of February, 1912, at ten a.m., to consider the procedure upon said enquiry and give directions with reference thereto."

This order does not apply to the railways operating in the Province of British Columbia, where the freight tolls are already the subject of enquiry by the Board, upon the complaints of the Vancouver Board of Trade and the United Farmers of Alberta. An application has been made by the Board to the Minister of Justice for the appointment of counsel to represent the public during the investigation. The Transportation Department, which is keeping in close touch with the matter, will furnish members of the Association with information or assistance upon application.

Government Railways.

THE Dominion Government is making a mighty effort to assist in solving the railway transportation problem, which grows in pace with Canada's development. In this policy both Liberals and Conservatives are agreed. The main estimates for the coming fiscal year, tabled in the House of Commons by Hon. W. T. White, Minister of Finance, show the following items of proposed expenditure:

National Transcontinental	$25,000,000
Quebec Bridge	3,000,000
Hudson Bay Railway	2,000,000
Intercolonial Railway	4,156,350
Prince Edward Island Railway	400,000

What is the Canadian Pacific Railway doing? What is the Canadian Northern Railway doing? Come on, Sir Thomas. Come on, Sir William. If the Government leads you so much at the crack of the pistol, what will they do to you in the stretch?

The Falling of the Pig Tails.

THE establishment of the Chinese Republic signifies more than the approaching descent of millions of pigtails under the shears of the reformer. In his proclamation, Dr. Sun Yat Sen, the first President, announced that a strong central government will be organized, the entire administrative system remodelled and modernized, and a parliament elected. The army and navy will be made national institutions, and the fiscal system will be readjusted. Autonomy will be given the provinces, but they will be expected to cooperate with the central government. Most significant of all, he hoped that the foreign policy of the republic will be to bring the people into contact with the citizens of other nations, in order that anti-foreign prejudice may be dissipated. Universities, schools, missions, political teachers and European and American business men are beginning to see the results of their labors. The great nation is beginning to stir itself. New ideas are penetrating the fatalistic Oriental mind. Is it preparing to adapt itself to the Western mind, or is it merely bent on using the products of the Western mind to raise itself from a position of material inferiority to a potential superiority? Will the new China be Western, or Eastern, or Eastern with a Western veneer? These are questions which are of profound interest not only to the missionary, who desires to allure the yellow man's soul, and to the student of politics, who wants to see his pet constitutional theories tested, and to the political economist, who wishes to write treatises, but also to the manufacturer, who is bent upon capturing the internal trade of China, and on making the Chinaman eat, sleep, dress, play and work like a European. If democratic government is a success, the Chinese trade will be the richest prize in the commercial world.

Irritating and Ineffective Legislation.

IT is to be hoped that the Dominion Parliament and Provincial Legislatures will complete their sessions without inflicting upon Canadian industry a number of cumbrous acts which will have no other effect than to cause expense and annoyance to manufacturers. Production, the employment of labor, distribution and selling present enough problems without those instigated by political gadflies who hope to attract popular attention by drumming their wings against their empty heads. The citizens of the United States are finding out to their cost that too much legislation depresses, rather than stimulates, industry. Some of their acts, children of the disordered brains of voluble mountebanks, have not only excited the ridicule of the outside world, but have also fostered a contempt for law and its enforcement at home. That the American people are becoming weary of the opportunist, who seeks to advertise himself by attacking those whose energy is putting blood into national enterprises, is indicated by the following resolutions, passed recently at the fifteenth annual convention of the National Founders' Association in New York:

1. That, in the judgment of the National Founders' Association, the time has arrived when the country should awaken to the real situation, discountenance public expressions and legislative action designed to discourage legitimate enterprise and commercial and industrial development, and denounce the political tinkerers who destroy confidence and undermine the economic stability of a great nation.

2. That we bespeak for the American people a returning confidence in themselves, a conservative attitude on all controversial problems and the application of sane methods to their solution; a more friendly cooperation between capital and labor, between employer and employee; that we impress upon the agencies of government the duty to promote rather than retard the progress and prosperity of a whole people.

Foreign Exchange.

WHAT are the best and cheapest methods of selling or disposing of foreign exchange? This is a question of great interest to manufacturers who are beset with the problem of handling collections in dealing with customers in the various countries to which they export. Apparently, almost the only source of information is to be found in the banks, which answer queries by requesting the drafts of the manufacturer, promising to negotiate them as successfully as possible. In some foreign countries exchange rates run as high as four and five per cent., an oppressive toll upon profits. An exchange of experiences in dealing with this problem should be both instructive and interesting. INDUSTRIAL CANADA will be glad to publish the opinions and suggestions of members of the Association on the subject of foreign exchange.

The Hudson Bay Railway.

THE announcement, made in the House of Commons by Hon. Frank Cochrane, Minister of Railways and Canals, that the Hudson Bay Railway will be pushed on to completion with all possible speed, has drawn public attention once more to that strange body of water, half as big as an ocean, which has enthralled the imagination of explorers and traders since its discovery by white men. When the first big engine puffs to a standstill at the margin of the Bay, will the spirits of the red men return temporarily from the Happy Hunting Grounds to see what shrieking devil has disturbed the stillness? And will the souls of the great dead Englishmen and Frenchmen who carried the seeds

of civilization into the wilderness congregate also to celebrate another victory in the centuries-long campaign against the frozen North? Mr. Cochrane's statement revives the controversy as to the commercial navigability of Hudson Bay. The two principal objections to the establishment of a rail-and-water route from the Canadian West to Europe are the brevity of the season when Hudson Strait is free of ice, and the shallow water which almost prohibits boat connection with the land on the southern shore. Mr. Cochrane says that if the Bay fails him he will link the railroad up with the Grand Trunk Pacific. In the report of the Naval Service Department, Mr. William J. Stewart, Hydrographer of the Department, includes the testimony of various Government officials who were commissioned to examine the relative merits of Fort Churchill and Port Nelson as a terminal point for the Hudson Bay Railway. They said, in part:

"Weather conditions.—As a general rule, in Hudson Strait and Bay proper, no lasting heavy weather need be anticipated during July and August. A considerable amount of fog was met with.

"General Navigation.—Apart from the ice question, which is by no means insurmountable, the dangers and difficulties of the navigation of Hudson Strait and Bay arise chiefly from the inaccuracies of the charted positions of the salient points."

"Compasses.—As regards the great bugbear of Hudson Bay navigation, the reported local attraction and inaccuracy of the compass, I found nothing to justify this evil reputation."

Although the officials are non-committal, the bulk of their evidence favored Fort Churchill as a terminal for the railway. The Dominion Government is conducting a hazardous experiment. It may be justifiable from a colonizing point of view, but it is difficult to see how it can be a commercial success. If the Government makes the Hudson Bay Railway pay it will perform a remarkable double feat in construction and finance.

Advertising the West.

WESTERN city builders are making a study of municipal advertising. They are spreading prospectuses throughout the world. The Western press co-operates. Governments fall in line with generous contributions. The farmers are strong supporters of the movement. Exclusive of the amounts appropriated by the Provincial Governments, over a million dollars will be spent to advertise the Canadian West during 1912 by the cities between and including Winnipeg and Vancouver. A plan is on foot to concentrate the advertising done by governments, railways, cities, towns, farmers and societies under one great central bureau in order to avoid duplication and to secure the best returns for money expended.

The Uncracked Nut.

THE cartoon below aptly presents an economic nut against whose iron shell the teeth of the most vigorous free trader may gnash in vain. At present the venerable phrase, "high cost of living," is borne upon the complaining winds from the four corners of the world, instead of originating only, as free-traders would have us believe, in those spots which ache under the caress of a tariff mustard plaster. From Free Trade England as well as from Protectionist America come indications of the struggle of Mother Earth to provide food, clothing and shelter for the increasing multitudes which people her surface. We're living faster, and



A Hard Nut to Crack.

we're paying for speed. We're broadening our ideas, and breadth costs. We're delving into the meaning of life, and mining is an expensive business. We're living high and settling for the altitude. Our various extensions account for the "high cost of living."

Industrial Amalgamations in Canada.

IN his Annual Review, Mr. Fred. W. Field, managing editor of *The Monetary Times*, states that 41 industrial amalgamations took place in Canada from January, 1909, to December, 1911; that the aggregate authorized

capital, including bonds of 39 of these mergers, was $334,938,266; and that the 41 amalgamations absorbed 196 individual companies. "The facts and figures illustrate the growing extensiveness of the tendency to amalgamate," says Mr. Field. "Operations have not been confined to one or a few classes of commodities. Companies handling soap, cereals, asbestos, bread, flour, milk, cars, leather, lumber, cement, dried fish, carriages, bolts, steel, coal, ice, felts, shoes, furs, crockery, paint, and jewelry, have all seen apparent or real gain in a combination of interests. These instances are sufficient to exemplify the widespread nature of the new feature in our commercial and financial progress, which is slowly painting a new economic map of the Dominion." He states that the following were cited to him by promoters as the objects and advantages to be gained by industrial amalgamation: the standardization of brands; elimination of needless competition; the increase of working capital; prevention of increase in prices to the public; to keep pace with the growing market demand; elimination of a large amount of freight charges; concentration of the executive force; economies in the purchasing, manufacturing and selling departments; the establishment of branches of the one company in various parts of the country; and the specialization of various plants, dispensing with the unnecessary duplication of output and patterns. As to the ultimate effect of this concentration of capital on Canadian industries there will be a division of opinion, not only among consumers, but also among manufacturers; but there will be unanimity on these points—that it signifies commercial activity, the confidence of financiers in the directors of these companies, and the optimism of the investing public regarding the industrial future of this country.

The Treaties Remain.

THE news that the twelve countries which are accorded favored-nation treatment by Canada in tariff matters have refused to give up their rights surprises nobody. At the last Imperial Conference Sir Wilfrid Laurier, acting on the principle of demanding a great deal in the hope of getting a little, desired the British Government to ask these nations to amend long-standing treaties so that the British Colonies would be exempted from the clauses which provide that no other or higher duties shall be imposed on the importation into British territories or dominions of articles of the growth, produce or manufacture of these nations than are or shall be payable on like articles being the growth, produce or manufacture of any other foreign country. The favored nations, possessing the above rights through treaties with Great Britain are: Argentina, Austria-Hungary, Bolivia, Colombia, Denmark, Norway, Russia, Spain, Sweden, Switzerland and Venezuela. Canada extends favored-nation privileges to Japan by special treaty. In compliance with Sir Wilfrid's request, the British Government opened negotiations, which were politely refused by the eleven nations for the very good reason that they saw no advantage in giving something for nothing. Had they been willing to relinquish their rights, Canadian manufacturers would have benefited, because these nations would not have continued to enjoy the privileges of the French Treaty, which came into force on February 1st, 1910.

The Enemy of the Woods.

THE statements of Dominion Forestry officials that one-half of the original timber supply of Canada has been destroyed by fire; that moderate stumpage dues on what has been burned would have yielded a revenue of $1,000,000,000; and that for every foot of lumber cut seven have been consumed, brings the old and baffling question of how to protect the forests once more before the attention of the Government and the public. When one considers the number of houses that could have been built with this lumber, the implements and articles of furniture that it might have been used to manufacture, the imagination learns its own limitations. It is little wonder that the price of lumber has risen almost as rapidly and as high as the smoke of those disastrous conflagrations. A forest fire causes both direct and indirect damage. The timber burned is a total loss, and the difference between its value and that of its manufactured products also passes out of the country's estimated assets. The second growth never seems to have the heart to attain to its predecessor's splendor, and remains in stunted insignificance, a disfigurement to the country. In many cases, when a great fire sweeps over a district, the soil is burned off the underlying rock and agricultural prospects disappear with the timber. The problem of forest protection is so great that governments may be partially excused for skirting it up till the present time, but the growing scarcity of lumber is rendering it an acute issue which must be considered thoroughly. The recommendations of the Conservation Commission and the warnings of many practical lumbermen must force the hands of the Dominion Government, and it is not improbable that steps will be taken at the coming session of Parliament to extend and improve the fire ranging system.

Paying for Protection.

PERHAPS the British Empire owes its stability and permanence to the fact that it was established, not by soldiers anxious for conquest, or by adventurers eager for excitement, but by merchants in search of wealth. Traders penetrated to the remote places of the world, which later became British colonies, in search of commodities that could be exchanged to advantage. The British Army came after them, establishing military stations to protect the trading posts; and the British

navy was created, and is maintained by business men and property owners largely for the purpose of protecting the commerce of the nation. British men of war swept pirates off the high seas as much for commercial as for humanitarian reasons. Since the American Revolution, the colonial policy of Great Britain has been to leave local governments alone, unless they threaten to disturb the trade relations of the motherland with other nations. The present sentimental movement towards Imperialism has a practical side. Business men in all the colonies recognize that if they are to remain undisturbed in the legitimate pursuit of wealth and the development of industry they must unite to keep Great Britain the greatest fighting nation in the world. Realizing this, they will pay their share of the cost of military and naval defence as readily as they would consent to be taxed for the maintenance of the city police and firemen who protect their property from criminals and fire.

The Muck-Raker.

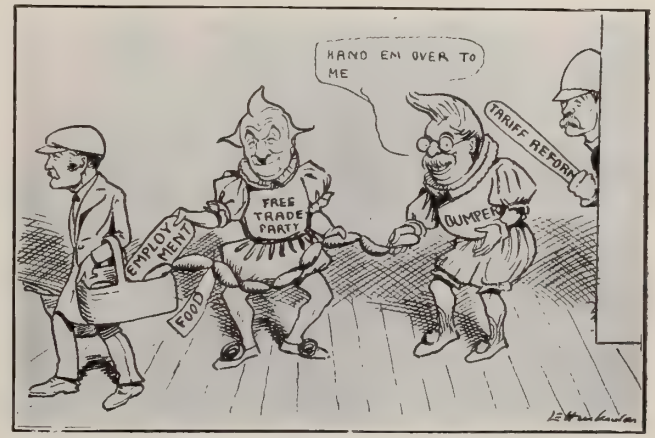
IS he coming to Canada? After rushing, wild-eyed and strongly articulate, through the industrial centres of the United States, setting the torch of his misdirected enthusiasm to inflammable imaginations, is he leaving his native haunts, which advertised him so well, for the prosperous and contented manufacturing centres of this country? Certain Canadian newspapers and magazines have shown evidence of late that they are in danger of being afflicted by his hysteria. Writers for these publications tend to wander about the land, asking vaguely of manufacturers such questions as this: "Where did you get it, gentlemen?" And the manufacturers have shown a disposition to answer as follows: "By hard work. How are you getting it?" But instead of being satisfied with so practical a reply, the literary agitators prefer to gather together the discontented, the envious, the indolent and the ignorant, to swell the discordant choristers, who will accept no reply but the one they want, viz., that manufacturers cannot acquire wealth save in a stealthy and dishonest manner. Before the statements, allegations and insinuations of Canadian muck-rakers are taken seriously, the effect of the labors of their brethren in the United States should be investigated. For some years the popular magazines and sensational newspapers of that country have flowed with "discoveries" which tended to set rich against poor, class against class, employer against employee. Is it significant that half the factories in the United States are running on part time, and that over 100,000 railway men have been laid off during last year? Are these the results of the muck-rakers' publicity campaign? What about the prices of household necessities? Have they gone down? Is fuel cheaper? Is furniture cheaper? Is food cheaper? No. They are all higher, and still going up. Is work more plentiful? Are wages higher? Thousands of men in every State in the Union are idle, owing to industrial depression. Are conditions any better for anybody since the advent of the man with the red ink? Are the trusts busted? Are the tyrants cast down? Are the railroads lowering their rates? The American people are beginning to think that the muck-raker should be muck-raked. Canadians do not want him at all.

* * * * * *

The Lay of the Muck-Raker.

(*From the New York Sun.*)

I'm the man with the gaff. Look out for me!
I'm a regular whirlwind on a spree.
I'm after your scalp and after your hide,
And everything else you've got beside.
I growl,
I howl,
I scowl,
I prowl,
I'm foul,
But I bury the fact in the song I sing,
And I drown the fact in a ding, dong, ding
That pleases the ear of a ding dong crowd
That loves a noise both big and loud.
I glare,
I swear,
I tear,
I blare,
I bare
The faults I find in women and men.
In puddles of gore I dip my pen.
For every laugh I have a jeer,
From every smile I wring a tear.
I'm rough,
I'm tough,
I'm gruff,
I bluff
And stuff
The "common people" with a lot of goo,
And things of my own unholy brew.
Do I think I'll ever shovel coal?
No, not I. But, perhaps, my soul?



EXECUTIVE COUNCIL PROCEEDINGS

Reports of the Various Committees Show that the Business of the Association is Being Intelligently Transacted and All Its Interests Safeguarded by Vigilance

Gratifying reviews of the past, satisfaction with the prosperity of the present, and optimism regarding the future of the Association, were the outstanding features of the regular monthly meeting of the Executive Council, which was held in the Windsor Hotel, Montreal, on Thursday, January 18th, at 3 p.m.

Mr. C. B. Gordon, Quebec, Vice-President, occupied the chair, and there were also present: Messrs. John Baillie, Montreal; G. F. Benson, Montreal; Hy. Bertram, Dundas; Geo. Booth, Toronto; A. H. Brittain, Montreal; F. J. Campbell, Windsor Mills; J. D. Chaplin, St. Catharines; S. H. Chapman, Toronto; S. W. Ewing, Montreal; R. D. Fairbairn, Toronto; H. W. Fleury, Aurora; D. J. Fraser, St. Johns, Que.; Col. Gardner, Montreal; S. R. Hart, Toronto; E. G. Henderson, Windsor; A. G. Lomas, Sherbrooke; T. F. Matthews, Peterboro; Geo. Olney, Montreal; Carl Riordon, Montreal; W. H. Rowley, Hull; J. E. Ruby, Smith's Falls; Geo. W. Sadler, Montreal; Alex. Saunders, Goderich; J. H. Sherrard, Montreal; Col. Smart, Montreal; C. C. L. Wilson, Ingersoll.

Letters were reported from the following members of the Council, regretting their inability to be present: Messrs. R. S. Gourlay, S. R. Parsons, E. H. Gurney, Frank A. Rolph, W. B. Tindall, Wm. Inglis, H. L. Frost, Walter Laidlaw, Denis Murphy, C. H. Waterous, J. A. McMahon, J. O. Thorn and J. A. Coulter.

Treasurer's Report.

The Treasurer presented Cash and Revenue Statements for the month of December. The cash statement showed receipts of $5,397.60, disbursements of $5,795.39, and a balance on hand at the end of the month of $9,965.93. In the revenue statement he drew attention to the fact that the surplus revenue from "Industrial Canada" for the five months ending December had been over $3,800, whereas the net surplus revenue from all sources had been only $3,081. But for the paper, therefore, the Association would have incurred an actual deficit on five months' work of nearly $800.

On motion of Messrs. Booth and Saunders these reports were received and adopted.

Finance Committee.

The report of the Finance Committee, as read by the Secretary, recommended the payment of accounts for the month totalling $2,301.68. It recommended that power be given the Committee to engage a secretary for the Toronto Branch at a maximum salary of $1,200, intimating that the person selected for this position might be available later on as travelling secretary when Mr. Scully resumed his regular duties.

The report also recommended that the customary quarterly commissions to the Quebec and Nova Scotia Secretaries be withheld and that these officers be given honorary rank until further notice, as provided by the resolution adopted at the July meeting of the Council.

On motion of Messrs. Brittain and Lomas, the report was received and adopted.

Parliamentary Committee.

The report of the Parliamentary Committee, as read by the Secretary, contained among other clauses the following:

Immigration Regulations.

"Early this month a labor delegation waited on members of the Dominion Government with the request that the regulations with respect to the immigration from the Old Country should be made more stringent. The Association has at different times made representations to the Government that these regulations should be relaxed so as to allow freer admission of artisans from the British Isles coming to assured employment in this country. While it has not been thought advisable to press this recommendation, your Committee are of opinion that any further restriction should be actively opposed.

Alien Labor Act.

"A labor deputation also made representations asking for a new Alien Labor Act in place of the present Act, which was not considered sufficiently stringent. Your Committee will watch carefully any movement in this direction.

Bulk Sales Act—Ontario.

"It has been announced that a Bulk Sales Act would be introduced in the Ontario Legislature at the coming session, the opposition on the part of the members of the Government which had been encountered on former efforts to have such an Act adopted having been overcome. Your Committee hope to be able to report the adoption of such a measure in the Province of Ontario, which will bring that Province in line with several of the other Provinces in which similar legislation has been enacted at the instance of this Association.

Ross Rifle.

"It has been brought to the attention of your Committee that there is reason to anticipate a change in the rules under which the rifle competitions at Bisley are held excluding the use of the Ross rifle. It appears that the uniform success of Canadian riflemen during the past few years with the Canadian arm has discouraged British and other colonial riflemen from entering the competition and has thus jeopardized the financial success of the Bisley meets. Your Committee will take steps to ascertain whether the Government will feel free to take any action and will be prepared to support such action as may be open to the Government."

Lest any members should think that this brief report evidenced a lack of activity on the part of the Legal Department, the Secretary stated that the matters under report were simply side issues, most of the department's time being taken up with the Association's case on workmen's compensation and the preparation of a test case under the Extra Provincial Licensing Law in the Province of British Columbia. Both these matters were being followed up vigorously, but, unfortunately, were in such shape that nothing could be reported beyond what was laid before the Council at its December meeting.

Mr. Hart, commenting on the immigration regulations, spoke of the scarcity of labor, that was becoming quite

accentuated, and hoped that the Committee would be able to induce the Government to remove some of the restrictions at present in force. Mr. Sadler suggested that it would be well before approaching the Government on the matter to canvass the membership with a view to ascertaining exactly what their present needs were.

A motion to adopt the report as amended, moved by Col. Gardner, seconded by Mr. Wilson, was then carried.

Railway and Transportation.

The following are the principal matters dealt with in the report of the Railway and Transportation Committee, as read by the Manager of the Department:

Packers' Government Certificate.

"Steps have been taken to insert in special bills of lading the certificate required by the Government in section 28 of the regulations governing the inspection of meats made under the authority of the Meat and Canned Foods Act.

"This will save the expense of and labor in making out separate certificates, as is the practice at the present time. The concurrence of the Government, the Board of Railway Commissioners and the railways therein has been secured.

General Enquiry Into All Freight Tolls.

"The Supreme Court having sustained the ruling of the Board of Railway Commissioners in the Regina Rate Case, the Board now proposes upon its own motion to enquire into the freight tolls in effect in the Middle West, and has sent out the following notice:

" 'It is declared to be advisable that

" '(1) A general enquiry be at once undertaken by the Board into all freight tolls in effect in the Province of Manitoba, Saskatchewan and Alberta, and in the Province of Ontario west of and including Port Arthur, with the view that, in the event of its being determined that the said tolls or any of them are excessive, the same shall be reduced as the Board may determine.

" '(2) A sitting of the Board will be held at the City of Ottawa on Tuesday, the 13th day of February, 1912, at 10 a.m., to consider the procedure upon said enquiry and give directions with reference thereto.'

"The Board is applying to the Minister of Justice to appoint counsel to represent the public upon the said enquiry.

"The tolls of the railway companies operating in the Province of British Columbia are already the subject of enquiry by the Board and, therefore, will not be taken up in these proceedings.

"The Transportation Department has been instructed to keep in touch with the enquiry, and will furnish members on application with any information or assistance which may be required.

Carriage of So-called "Inflammable" Articles and Acids.

"The application of the Canadian Freight Association for approval of the regulations adopted by the American Railway Association and prescribed by the Interstate Commerce Commission has been set down for hearing in Ottawa on February 20th.

"The railways asked your Committee to meet a representative of the Bureau of Explosives of the American Railway Association for the purpose of considering same. Up to the present time our Board of Railway Commissioners has not stated that it considers such regulations necessary. In view of this, and the fact that they are largely in the experimental stage in the United States, there having been two revisions within the last six months, your Committee have suggested to the railways that no action be taken for at least a year, when it should be known whether or not any further changes are necessary.

Rule 2—Canadian Freight Classification.

"The consideration of this rule has been before the Commission in connection with a complaint of the Eureka Planter Company, referred to in the last report. Some Western jobbers, particularly grocery men, we are advised, met at Regina recently and adopted a memorial to the Board of Railway Commissioners, petitioning for a revision of the Canadian freight classification in its application west of the Great Lakes, as follows:

" 'That carload rates be confined to carload quantities of one commodity or of commodities of an analagous character; that the minimum weight for each class or commodity should approximate reasonably the carrying or cubical capacity of the car, with due regard for the marketing conditions of the articles in question; that the present basis of trade lists be abolished and carload rates applied only on carloads of one commodity, or of one or more commodities of an analagous character.'

"Whilst the application is confined to Port Arthur and West, it involves at least three very important questions of vital interest to the shipping public all over Canada.

"First—the consideration of Rule 2 of the classification which fixes the conditions for carriage of freight in mixed carloads. This rule permits the shipment east of Port Arthur of different articles provided with a carload rating either of the same class or of different classes in mixed carloads, at the highest carload rate and minimum weight.

"To and from points and between points west of Port Arthur the privilege is restricted to articles under distinctive headings; that is, articles in the grocery list cannot be shipped in mixed carloads with hardware, etc.; furthermore, the highest rate and highest minimum weight applies.

"As the classification in all other respects applies uniformly on domestic traffic in Canada, the change asked for means either a similar change east of Port Arthur or two freight classifications—one in the East and another in the West—thus causing overlapping and all the complications arising therefrom.

"Second—carload minimums. The railways, as you are aware, submitted two years ago a proposition to revise and increase the carload minimums, looking to the loading of their equipment to as far as possible its cubical capacity. The members heard from on the subject were opposed to the increase, being of the opinion that it would have a serious effect on the commerce of the country.

"Third—the doing away with the trade lists means that the articles therein will be provided for in alphabetical order, and as there are now a number of articles which never move in straight carloads, given a carload rating for the distinct purpose of permitting shipment in mixed carloads, they would have to pay the less than carload rates.

"As the matter will be heard at the next sitting of the Commission in Regina, which is likely to be at an early date, a circular is being sent to all members asking for their views, so that your Committee may decide upon what course to pursue.

Amendment to Railway Act.

Mr. Turriff, M.P., has presented to the House of Commons an Act to amend the Railway Act (Bill No. 6). The purport of the Bill is to require the Board of Railway Commissioners to check and approve by affirmative order all freight tariffs filed with it. At the present time the Act calls for the affirmative approval of standard tariffs only.

As there are thousands of special freight tariffs filed annually, it seems to your Committee that the Bill will have a tendency to limit the free movement of traffic carried under commodity tariffs because the carriers will hesitate to make changes under such conditions. The law now requires the railways to give thirty days' notice of advances and three days' notice of reductions. When this is done these special tariffs automatically go into effect. It has been the position of the Association that the railways should have the right to change their commodity rates as frequently as may be warranted in the interests of the commerce of the country. Your Committee has directed that representations be made accordingly to the Honorable the Minister of Railways and Canals."

The above report was received and adopted, on motion of Messrs. Brittain and Bertram, the former taking occasion in moving the adoption to express the view that some plan should be devised for collecting a fee from parties especially benefitting by the work of this department.

Insurance Committee.

The following is the report of the Insurance Committee as read by Mr. H. W. Fleury, Chairman:

"The Insurance Committee has held two special meetings during the month, at which the provisions of the Ontario Insurance Act in respect of unlicensed insurance have been under consideration. We are not prepared to report at this meeting, but if the members of the Council wish to have a verbal, tentative report of the reasons that have led up to the submission of the matter to the Committee, and of the general trend of the discussions that have so far taken place, the Manager of the Department will be glad to briefly explain the subject.

Reporting Unlicensed Insurance to Dominion Government.

"It is necessary to remind the members of the Association that the Dominion Insurance Act requires a report to be made to the Insurance Superintendent on or before the first day of March of the insurances effected with unlicensed companies during the year ending December 31st, 1911. Last year the Council authorized the issuance of a circular to all members giving particulars of the requirements, but the Committee hardly think this to be necessary this year, as the Insurance Superintendent has apparently sent out forms and instructions to all who reported last year. The department will, as last year, furnish information to all who have used their services in the arranging of such insurance upon which the proper details may be furnished to the Government, but the forms will have to be completed, verified and filed by the members themselves.

"The Insurance Superintendent, in the new forms being sent out, has made a change this year in requiring the insured's verification of the statement. This is apparently in excess of the statutory requirements, but, being a comparatively insignificant innovation, the Committee advise that the additional formality be complied with.

Fire Record of 1911.

"It has been our custom at the first Council meeting of the year to report upon the general fire conditions of the past twelve months. On the whole the fire waste of 1911 will probably show a slight decrease as compared with the previous year, but it will still be much in excess of that of 1909; for the year the total will aggregate over twenty-one million dollars ($21,000,000). Unfortunately, losses on manufacturing establishments will show a much heavier proportion of the total than for some years past. In the general manufacturing class there have been 59 fires of over $10,000 each, aggregating approximately six and a half million dollars ($6,500,000), against 55 of the preceding year, involving about three million one hundred and fifty thousand dollars ($3,150,000).

"In the saw mill, woodworking and lumber classes there has been a material reduction, both in the number and amount of the losses arising thereunder.

"The reduction of the enormous fire waste, as thus reported, is a matter that demands the earnest thought of all citizens. We have already reported that the Conservation Commission under Hon. Clifford Sifton is making a searching investigation into the causes of fires, and they will probably have some definite recommendations to make in the near future. With the approval of the Council we have offered the fullest co-operation of our department, and in due time we expect to present the subject for your consideration in concrete form."

In moving the adoption of the report, Mr. Fleury called the attention of the meeting to the fact that the Conservation Commission had recommended the appointment of fire marshals and that there was every prospect of early legislation on this subject.

Mr. Rowley suggested that the Committee give consideration to the desirability of making another enquiry to ascertain the amount of foreign insurance carried by Canadian companies.

On motion of these two gentlemen, the report was received and adopted.

Tariff Committee.

The report of the Tariff Committee, as read by the Manager of the Department, dealt with the following customs decisions of general import:

"Vehicle Springs.—Springs of steel under 1¾ inches wide are not entitled to entry under Tariff Item 591.

"The width mentioned refers to the width of the leaf. Proper rates of duty payable on these springs will in future be 22½ per cent. under the British Preferential Tariff and 35 per cent. under the General Tariff.

"Ramie Yarn.—Ramie yarn is held to be subject to duty under Tariff Item 711; British Preferential rate 15 per cent. and General Tariff rate 17½ per cent.

"Stay Tubes for Boilers.—Stay tubes for boilers which perform the double function of staying the heads of boilers as well as doing the work of plain tubes in generating steam, are entitled to free entry under Tariff Item 395.

"Note, however, that hollow stay bolts or braces used for staying only are dutiable although for use in boilers.

"Trucks for Street Railway Cars.—Trucks for street railway cars without motive power are subject to duty at the rate of 30 per cent. under the General Tariff.

"Silk Yarn for Hose.—Silk in the gum or spun is free when for use in the manufacture of hose.

"Importations from Japan.—Goods produced or manufactured in Japan will not be allowed entry at treaty rates if conveyed without trans-shipment by steamer calling at a port in British Columbia, thence to a port in the United States and there landed for transportation to points in Canada.

"Drawback.—White Botany yarn, Nos. 30 and finer, as described in Tariff Item 1011, is subject to a drawback of 99 per cent. under said Tariff Item when made into a flat knitted fabric known as Jersey cloth, whether in tubular form or not and not being a rib stitch fabric."

Supplementing this report, the Manager of the Department explained verbally that the Committee had placed itself on record with the Government, in a brief memorial, regarding the scope and personnel of the Tariff Commission

which it was the Government's intention to appoint. It had also caused enquiries to be made with a view to ascertaining what foundation there was for the rumor that the dumping clause of the Customs Tariff Act was to be repealed. The Committee's information was that no change of any kind was in contemplation.

The report was received and adopted, on motion of Messrs. Baillie and Brittain.

Reception and Membership.

The report of the Reception and Membership Committee recommended the acceptance of the following applications:

Beatport, Que.: Robitaille Eureka Distillery, Ltd., rye whiskey. Berlin, Ont.: Geo. J. Lippert Table Co., Ltd., extension tables. Calgary, Alta.: Rochon's, confectionery. Granby, Que.: Miner Rubber Co., Ltd., rubber boots and shoes. Montreal: Canadian Stove & Furniture Co., Ltd., stoves and heaters; Carreras & Marcianus of Canada, Ltd., cigarettes; Dominion Marble Co., Ltd., marble; T. Eaton Co., Ltd. (F. J. Allward, 2nd member); Male Attire, Ltd., clothing; Smart Bag Co., Ltd. (Thos. Mitchell, 4th member); B. Vaillancourt, boots and shoes; Wayland Shoe, Ltd., boots and shoes. Orillia, Ont.: Tudhope-Anderson Co., Ltd., agricultural implements. Petrolea, Ont.: Canadian Oil Producing & Refining Co., Ltd., oil refiners. Quebec, Que.: C. H. Lepage Co., Ltd., machinery; J. M. Stobo, boots and shoes. Sault Ste. Marie: Soo Falls Brewing Co., lager beer. Sudbury, Ont.: Sudbury Brewing & Malting Co., Ltd., lager beer. Three Rivers, Que.: C. P. Gelinas & Frere, school furniture; Wayagamack Pulp & Paper Co., Ltd., pulp and paper. Tilbury, Ont.: Canadian Top Co., auto tops; W. C. Crawford, Ltd., handles, etc. Toronto, Ont.: Beardmore Belting Co., Ltd., leather belting; Canadian Salt Co., Ltd. (Geo. J. Cliff, 2nd member); Canadian Show Case Co., Ltd., show cases; Columbia Phonograph Co., phonograph discs; Lowndes Co., Ltd. (H. L. Mason, 4th member); Metropolitan Oil Co., oils, soaps, etc.; Murray-Kay, Limited, women's clothing; National Electric Heating Co., Ltd., electric heating apparatus; Queen City Glass Co., Ltd., glass bevellers and silverers; Robinson Bros. Cork Co., Ltd., corkboard insulation; Sovereign Varnishes & Oils, Ltd., oils, soaps, etc. Vancouver, B.C.: Alberta Lumber Co., Ltd., lumber; Burrard Lumber Co., Ltd., lumber; Dominion Glazed Cement Pipe Co., Ltd., cement sewer pipe; R. B. Johnson, Limited, boots and shoes. Walkerville, Ont.: Dominion Stamping Co., Ltd., auto parts and specialties.

It recommended that the March meeting of the Council be held in Hamilton, and that the annual meeting for 1912 be held in Ottawa. While recognizing that the Council had no power to bind its successors in office for 1913, the Committee recommended that a resolution be adopted favoring Halifax as the place for the 1913 convention.

This report was received and adopted, on motion of Messrs. Rowley and Henderson.

A suggestion from Mr. Fraser, that steps be taken to find out from each member the number of his employees, was ordered to be reported to the Committee for their consideration.

Commercial Intelligence and Industrial Canada.

The report of the Commercial Intelligence and Industrial Canada Committees was read by the Secretary. It dealt among other matters with the following:

Financial Statements.

"The present year bids fair to be the best that 'Industrial Canada' has ever known. For the six months ending January its surplus earnings were $4,638, as against $2,947 for the corresponding period last year. Collections are being carefully watched, and already a substantial balance has been accumulated.

Industrial Canada Prizes.

"The Association's proposal to grant prizes in a number of our leading universities and agricultural colleges for the best essay writing on economic subjects has been favorably received, and so far definite acceptances have come from Macdonald College, Manitoba Agricultural College, Ontario Agricultural College and tentatively from McGill and Toronto Universities. A list of approved subjects is now being drawn up and your Committee confidently expect that some splendid articles will be forthcoming as a result.

Australian and South African Duty Stamps.

"Negotiations are under way to have the Association appointed distributor for the above stamps in Canada, and if its proposition is accepted full details will be sent to members without delay.

Imperial Council of Commerce.

"An organization of the above name was recently formed in London as the outcome of a resolution adopted at the Seventh Congress of Chambers of Commerce of the Empire held in Sydney, N.S.W., in 1909. It was created for the purpose of giving better effect to the resolutions of the Congress, by following them up and taking action to secure recognition of them in official quarters during the interval between Congresses. The Association has been asked to become a party to the Council and to appoint two representatives to it. Your Committee beg to report favorably and will be glad to receive suggestions from members of this executive as to Canadian business men resident in England who might be in a position to represent the Association.

Eighth Congress of Chambers of Congress.

"The above Congress will meet in London next summer and all resolutions for its consideration will have to be filed with the Secretary on or before March 1st. Members having suggestions to offer in this connection are asked to communicate promptly with the Secretary.

Foreign Exchange.

"At the request of certain members carrying on an extensive export business, and who are consequently interested in the purchase of foreign exchange, your Committee proposes engaging a financial expert to collect data for them on this subject, which will be used as a basis for future articles in 'Industrial Canada.'"

In addition to the above, the Secretary explained that a good deal of the Committee's time had been occupied in the consideration of complaints against local Y. M. C. A. organizations for failure to adhere to the "Made in Canada" principle in placing orders for their buildings and equipment. He stated that it was the intention of the Committee to have members of the Association investigate these complaints in each locality where they arose, with a view to some correction of the grievance, providing it were found to be at all general.

On motion of Messrs. Campbell and Sherrard, the report was received and adopted.

The reports of the Toronto and Montreal Branches were taken as read and ordered to be published in "Industrial Canada."

New Business.

Under the head of new business, Mr. Henderson moved, seconded by Mr. Rowley, that the Finance Committee be

instructed to take into consideration the question of the salaries paid to the Association's officials. This was carried.

There being no further business, the meeting then adjourned.

REPORT OF THE MONTREAL BRANCH.

Owing to the opposition expressed by the several commercial bodies of Montreal and the unstinted condemnation of the press, the Montreal City Council has decided to drop the proposal to impose a tax on non-resident longshoremen employed in the port of Montreal. At the request of the Longshoremen's Union, this proposal had been put in concrete form in the shape of an amendment to the city charter. Such were the protests of the business interests, however, that, instead of sending the proposed amendment forward to the Legislature for ratification, the City Council has quietly shelved it and it will probably not be resuscitated this year at least. The Branch Executive was prepared to fight the matter at Quebec on the ground that it created a very dangerous precedent.

Two important bills in the interests of the manufacturers are being introduced at Quebec—one referring to the registration of companies, which was dealt with in the last report of the Branch, and the second, to amend the laws respecting garnishment. The latter bill, which is put forward by the Premier, is largely along the lines of memorials which have been sent to the Government by this Branch three times during the past five years. A bill to reduce the working hours of women and children in textile factories to a maximum of fifty-five hours has been introduced by the Minister of Labor.

The matter of reducing the tax on commercial corporations has not yet been settled by the Quebec Cabinet. In reply to a recent query, the Branch Committee was informed that this was still under consideration by the Government.

At the monthly meeting of the Branch Executive, the municipal campaign was discussed at length. No active part will be taken in the elections, which are to be held on the 1st of February, although the members expressed themselves almost unanimously against those aldermanic candidates who are opposed to the Board of Control.

REPORT OF THE TORONTO BRANCH.

As a result of representations made by the Secretary, the Medical Health Officer has agreed to allow the use of ice from Ashbridge's Bay during the coming season, for icing cars only. He had proposed to prohibit the use of ice from Ashbridge's Bay for any purpose, but it was pointed out that this would be a hardship on various firms who had not contemplated such action on his part. Permits to use this ice have, therefore, been extended for one year, but the use of this ice will be prohibited in the future.

Your Executive is still co-operating with other civic bodies interested with a view to have the City Council take active steps to secure such legislation as may be necessary to establish model housing districts in or adjacent to the city. Definite action in this matter is confidently expected at the coming session of the Legislature.

Through Mr. Walsh, the Executive is taking steps to prevent the railways from discontinuing the cartage service north of the C. P. R. tracks in Toronto. It is felt that the railways should show cause why they should not be required to furnish a cartage service to all points within the city limits.

Your Executive nominated Mr. R. D. Fairbairn as its representative on the Advisory Industrial Education Committee of the Board of Education to take the place of Mr. L. L. Anthes, who had expressed a desire to retire. The usual prize books for competition among the pupils of the night classes in the Technical School are being offered, as in previous years.

The inadequate street railway service is causing serious loss and inconvenience to various members of the Branch, and it was decided, therefore, to send out a circular asking members to furnish particulars. The information obtained will be summarized and forwarded to the Mayor, in order to strengthen his hands in the demand for better street railway service.

Your Executive will probably co-operate with the St. John's Ambulance Association, with a view to extending the work of that organization among the various factories in Toronto.

Your Executive endorsed the application of the Y.W.C.A. for a civic grant towards the maintenance of the new Y.W.C.A. home for girls employed in Toronto factories.

MR. PRICE LECTURES IN HAMILTON.

When the Hamilton Branch of the Canadian Manufacturers' Association asked Mr. C. W. Price, safety inspector of the International Harvester Company, to deliver a lecture in the Hamilton Collegiate Institute on January 29th, no mistake was made in the selection of a qualified man. Mr. Price's remarks, a digest of which appears in this number of "Industrial Canada," elicited complimentary references from those present, and stimulated the desire of both employers and employees to reduce accidents, through education and the installation of mechanical devices, to a minimum.

INCREASE OF MEMBERSHIP FEES.

The Special General Meeting Held in Montreal Approved of the New Schedule.

Without a dissenting voice, the special general meeting of the Canadian Manufacturers' Association, held in Montreal on January 19th, decided to raise the membership fees. The following statement shows the new scale adopted for each class, the number of manufacturers in each class, and the estimated revenue from fees if the membership does not decrease:

Class A, up to 30 hands, 950 members at $10, $9,500; Class B, 30 to 60 hands, 760 members at $15, $11,400; Class C, 60 to 100 hands, 286 members at $25, $7,150; Class D, 100 to 200 hands, 275 members at $35, $9,625; Class E, 200 to 500 hands, 162 members at $50, $8,100; Class F, 500 to 1,000 hands, 24 members at $100, $2,400; Class G, over 1,000 hands, 32 members at $150, $4,800; Class H, second memberships, 226 members at $10, $2,260; making a total of $55,235.

As membership fees for the current year, under the old schedule, will amount to $37,275, the action of the general meeting will increase the annual revenue of the Association by $17,960.

Mr. G. M. Murray, General Secretary of the Association, in speaking of the proposal to increase membership fees, referred to the discussion which had taken place at the annual meeting in Toronto, October, 1911. He traced the matter from that point through its various stages, including its consideration by the Financial and Membership Committees, by the Advisory Committee and by the Executive Council. These having agreed upon the desirability of the

increase, a requisition signed by ten members was sent to the President, Mr. N. Curry, asking him to call a meeting for the purpose of voting upon a motion which would give effect to the recommendations of the committees. The call of the President was duly issued on December 23rd, accompanied by a copy of the proposed amendment, and, subsequently, on instructions from the Advisory Committee, a circular of explanation was sent to the entire membership outlining as concisely as possible the financial situation confronting the Association in the light of present and future needs. This circular stated that the Finance and Advisory Committees had secured from the spending departments of the Association estimates of extra amounts required to bring the service up to the degree of efficiency which such an organization should strive to maintain. It was found that it will be necessary to spend $14,000 more in 1912 than was spent in 1911.

President Curry urged the members present to regard the matter as a business proposition, reminding them that they would not hesitate to enlarge their manufacturing plants, to purchase additional equipment and to increase the number of employees when the exigencies of business demanded such action.

Several expressed the fear that the increased rates might cause a falling off in the membership, but it was pointed out that any slight opposition would probably be temporary and would disappear when the benefits arising from the proposed additional expenditure were realized. The Association was a powerful factor in the life of the country and should be kept at the highest pitch of efficiency. The members were assured that none of the increased revenue would be diverted into those questionable channels which are always open to the money of powerful organizations. As in the past, it would be spent on conducting the business of the Association.

The fact that the motion embodying the recommendations of the committees was carried unanimously is abundant evidence that the members of the Association were united on the policy of securing the best possible executive service, and the absence of organized opposition was extremely gratifying to those who have advocated the increase.

Among those present were: Messrs. N. Curry, W. H. Rowley, Jas. McLauchlan, C. B. Gordon, Geo. Booth, A. G. Lomas, Col. Bertram, J. H. Sherrard, H. W. Fleury, Geo. W. Sadler, A. W. Hugman, E. G. Henderson, C. A. Smart, A. H. Brittain, Geo. A. Slater, T. F. Matthews, Geo. E. Drummond, Henry Bertram, S. R. Frame, S. H. Chapman, J. E. Ruby, D. J. Fraser, L. H. Packard, C. C. L. Wilson, S. W. Ewing, S. R. Hart, T. A. Russell, John Baillie, Alex. Saunders, Col. Gardner, Geo. H. Olney, Jas. Brodie, E. A. Robertson, Jas. B. Campbell, R. Tourville, R. J. Levy, F. Pauze, J. D. Chaplin, F. J. Campbell, Carl Riordan, G. F. Benson and John Lowe.

CANADIAN PEAT.

Canada has 37,000 square miles (23,680,000 acres) of known peat bogs, but these form probably but a small fraction of the total, constituting a potential national asset of enormous value.

The above statement appears in the first issue of the Journal of the Canadian Peat Society, Ottawa, Ontario, which furnishes the following additional information:—

Some idea of the possibilities may be gained from the estimate that 28 acres of peat 9 feet deep should yield 50,000 tons; enough to supply 100 families for 25 years allowing 20 tons per annum to each family, or enough to furnish a power plant of 100 H. P., using steam engines, with fuel for more than 25 years of 300 ten-hour days, allowing 12 lbs. of fuel per H. P. hour developed. The fuel, if used in a suitable gas producer, would last the same plant about 100 years.

Four bogs within a few miles of Ottawa, examined by Government experts, are estimated to contain over 25,000,000 tons of fuel.

The Provinces of Ontario and Quebec send $20,000,000 a year to the United States for coal. In 1909, we imported coal to the amount of nearly 10,000,000 tons, valued at $26,831,859. The development of some of our extensive peat bogs will help to keep some of this money at home and to furnish additional employment to Canadians in Canada.

In Northern Europe peat is being successfully converted into fuel and gas and used for generation of electricity at the bog by means of gas producers and producer-gas engines, which are displacing the steam-boiler and engine in many lines of industry owing to their lower cost of fuel.

JAPANESE COMMERCIAL MUSEUM.

The Japanese Imperial Commercial Museum of Tokyo is the only institution of its kind under the direct control of the Department of Agriculture and Commerce of the Imperial Japanese Government. It was established in March, 1896, with the object of encouraging the foreign trade of Japan and as an organ of trade information for those engaged in foreign commerce. It is designed for the mutual use of foreign and Japanese merchants engaged in foreign trade.

The object and work of the museum may be summarized briefly as follows:—

1. It keeps on exhibition foreign and domestic trade samples and articles for reference.

2. It welcomes the donation of such samples from foreign and Japanese merchants and manufacturers and endeavors to introduce the lines thus represented to the public.

3. It corresponds with various commercial and industrial bodies at home and abroad, exchanging printed matter with them and undertaking through them to loan and distribute commercial samples, etc.

4. It undertakes to furnish every facility for the speedy and accurate response to inquiries and requests for reports on commercial and industrial conditions in general.

5. The museum furnishes lectures on commercial and industrial subjects.

6. It aims to assist in the reform and development of existing commercial conditions by lending its aid for the improvement of the design, etc., of certain articles of commerce.

7. The museum collects and keeps on file for reference publications relating to commerce and industries at home and abroad and as large an assortment of catalogues, etc., as it is able to collect.

8. The museum issues a bulletin (in Japanese) containing reports and correspondence relating to commerce and industries at home and abroad.

The museum has on hand at present over 130,000 samples. The exhibits are classified according to kind and then subdivided according to countries of production in order to facilitate the comparative study of home and foreign products. Foreign products are, furthermore, divided into those articles imported and those for technical reference. Every effort is made to accompany specimens with the raw material of their manufacture.—*Trade and Commerce Report.*

THE PREVENTION OF ACCIDENTS

By C. W. Price

The Inspector of Protection and Sanitation for the International Harvester Company, Chicago, States that Fifty Per Cent of Accidents to Employees Are Avoidable.

PROGRESSIVE manufacturers are awakening to the necessity of equipping their plants with every means possible to safeguard the life and limb of their employees. It goes without saying that the motive back of this movement is partially humanitarian, as all such movements are. Modern legislation along the line of child labor, woman labor, public health, etc., indicates a deep and widespread awakening of humanitarian spirit. But I believe the cause which is even more determining than the humanitarian impulse is the fact that business men are awakening to an intelligent realization of the fact that to preserve the life and limb of their employees and to conserve the human equipment of their plants pays in dollars and cents and is, therefore, a part of good business organization.



Interior Showing General Illumination with Standard Tungsten Lamps

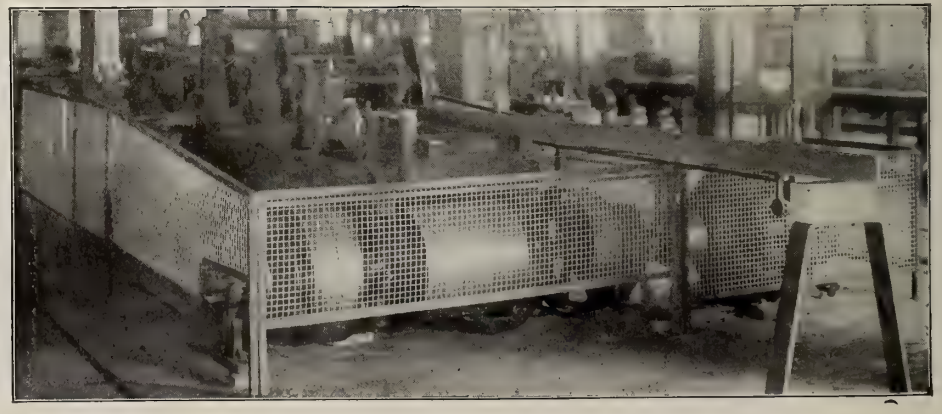


Guard for Wood Shaper

In this forward movement in America we are following the splendid example of England, and especially of Germany, where this work has been developed during the past twenty years. Much valuable experience is available from those countries, but a large field of original work still remains to be done in America. During the past ten years a few large corporations in the United States have done practical and successful work along the line of promoting safety, and those companies which have done the most extensive work are the most enthusiastic regarding the economic value of such work. Business men everywhere are asking, Can accidents be prevented, and what percentage of accidents are preventable? A few years ago it was the common remark among the old type of foremen and superintendents that the great majority of accidents are the result of the carelessness of the workmen or are involved in the unavoidable hazard of the business. But the experience of the last few years with companies that have promoted safety vigorously has demonstrated that over fifty per cent. of all accidents in the average industry can be prevented.

Results of Studying Prevention.

In the Wisconsin Steel Company, where the hazards are very great, the work of promoting safety in all departments has been carried on very vigorously during the past year.



Screen Guard for Belts or Planer



Steel Hood for Emery Wheel



Right and Wrong Kind of Shoes and Pants for Molders

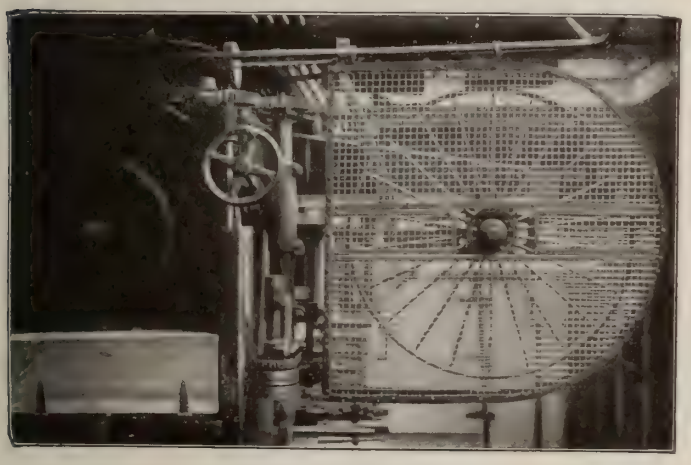


Individual Light for Punch Press

The figures for 1911 show that a reduction of about 50 per cent. was made in the actual number of hours lost by men who were injured. The reduction in what are called serious accidents, where the loss of time is 31 days or over, was 66 2-3 per cent.

In the Weber Wagon Works, which is largely equipped with woodworking machinery, a comparison between 1911 and 1908 shows a reduction in cost on account of accidents of about 75 per cent.

The Illinois Steel Company, of South Chicago, Illinois,



Screen Guard for Band Saw

has been one of the pioneer companies in the West in the promotion of safety. This company has spent many thousands of dollars in equipping its plant with every safety device which could be designed, and has worked out a splendid organization. One of the officers of this company made the statement recently that they had been able to make a reduction of over 50 per cent. in the total number of accidents.

The Northwestern Railroad has given special attention to the promotion of safety among its employees during the past year, and the figures published recently indicate that a reduction of over 27 per cent. was made in 1911 compared with 1910 in the total number of accidents among employes.

Education the Best Preventive.

In the experience of all of the large companies which have promoted work along safety lines it has been found that about two-thirds of the reduction which can be made in accidents is secured by the use of other means than mechanical appliances. By other means I would include:

First. Constant and rigid inspection, especially on the part of foremen and committees of workmen.

Second. Careful instruction of the workmen, especially of new men, regarding the dangers of their occupation.

Third. Frequent meetings of foremen, at which accidents are discussed and means of prevention suggested. These meetings are invaluable to spur the foremen to their best effort and to keep up the interest and enthusiasm.

Fourth. Careful supervision and discipline to enforce the rules regarding safety.

The following is a brief description of some of the more striking and interesting guards:

Shoes and Pants for Molders.

The right kind is a heavy congress shoe which will shed the molten iron and which the molder can quickly remove in case of an accident. The right kind of pants is the heavy jean pants which are kept in good repair and come down over the shoes, completely covering the ankle. The wrong kind of shoe is a laced shoe, which makes it possible for the molten metal to penetrate between the laces and

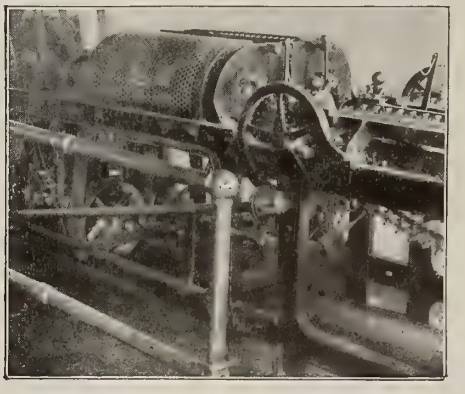


Wing Guard for Jointer

which makes it impossible for the molder to remove the shoe in case the molten metal falls on the shoe. Some of the most serious accidents in foundries have resulted from the wearing of laced shoes. The wrong kind of pants is made of thin material, is too short and is not kept properly repaired around the bottom.

Standard Shop Lighting.

In departments with ceilings less than twenty feet the Tungsten lamp, 80-candle power, 100-watt, equipped with a white enameled steel bowl reflector 16 inches in diameter, gives excellent light. The lamp is suspended ten feet from the floor and is placed at eighteen-foot centres. The minimum amount of light for all operating departments should be ¼-candle power per square floor foot. The minimum amount for foundries should be ½-candle power per square

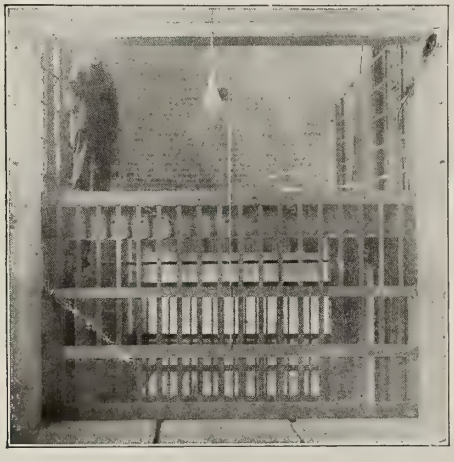


Shield for Spinning Jenny

floor foot. The Tungsten lamp requires about one-third the amount of power per candle power that an ordinary 16-candle power carbon lamp requires.

Hammers and Hatchets Used by Packers.

These hammers and hatchets are made with a corrugated or scored head, which prevents the nails from flying or the hammer from slipping and striking the hand. In one of the plants where these have been tried out during the past eight months there have been no eye injuries from flying



Standard Elevator Gate

nails and only a few slight injuries to the hands. This hammer is not only a practical safety device, but is considered by the packers a better hammer for nailing.

Glasses for Emery Wheel Operators.

Every man doing regular grinding work on an emery wheel should wear large, light-weight spectacles. These spectacles cost 12½ cents per pair and should be furnished free by the company. The lenses are about two inches in diameter and are so large that no particle flying from the wheel can strike the eye. This type of spectacle is much more practical and acceptable to the workmen than any form of goggle, because it does not confine the eye or interfere with the vision, and, therefore, it is comparatively easy to enforce the rule regarding their use. In one plant where these spectacles have been used and the rule has been rigidly enforced, during a period of six months the eye injuries with grinders were reduced from seventy-five per month to four per month.

Spectacles for Chippers.

These spectacles are the same size as those used by grinders, but the frames are made heavier, with heavy lenses and with a fender on the side which protects the eyes of the operator from the chips of men working nearby. In the American Steel Foundries, where these spectacles have been used during the past year, the number of injuries to eyes has been reduced from eighty-four per month to nine per month.

Hoods for Emery Wheels.

One of the best types of hood which has been designed for emery wheels is made of steel, with a heavy channel



Screen Guard for Engine Fly Wheel, and Guard for Governor Balls

iron extending over the top of the wheel and heavy sheet steel plate attached on the side with thumb screws. To this is connected the exhaust. The important point to observe regarding the adjustment of the hood is that it should extend over the top of the wheel at least 30 degrees from a perpendicular line drawn through the centre of the wheel. When a hood extends less than 30 degrees it will not deflect the flying parts of the wheel in case of an explosion.

Drop Hammer Guard.

One of the most dangerous machines to operate in harvester plants is the drop hammer, which is used for straightening castings, such as the guard used on mowers. It is necessary, in operating this machine, for the man to place the casting on the die under the hammer and then to trip the machine. The guard consists of an arm which swings out as the hammer drops, and makes it practically impossible for the man to hold his hand under the hammer and be injured.

Punch Press Guard.

This guard is a simple screen attached to the stripper and makes it impossible for the operator to put his hand under the punch when it is raised. In one company where this guard has been used, during five years not a single accident has happened on simple punch presses.

Tripping Devices.

An effective rule is that every machine equipped with a tripping device, such as punch presses and drop hammers, shall have a lock which locks the trip when the dies are being changed or the machine is being repaired. The lock consists of a simple lever which throws a bar under the trip. The lever is placed convenient to the operator.

Anti-Tripping Device on Punch Press.

Investigation has proven that many of the accidents on punch presses occur because the operator holds his foot on the trip and causes the machine to repeat. The guard is a simple ratchet device which is attached to the trip rod and which makes repeating impossible.

Guard for Wood Jointer.

This guard consists of a wing-shaped board which swings over the knife head and is attached to a perpendicular shaft which is attached to the side of the machine. The guard is adjusted with a spring and swings freely over the table without touching the table. The guard covers that part of the knife head which is not covered by the board which is being planed. It has proven to be the most successful guard designed, because it offers practically no resistance when the board is moved across the knife, and therefore the operators do not tie the guard out of place, as they do with many other types of guards which move less freely

Hand Shield for Trucks.

In many shops where the conditions are rather crowded there are many minor injuries to the hands of truckers, who run their trucks against other trucks or strike their trucks on obstacles in passing. A small shield made of heavy sheet steel is used, which completely covers the hand, and which is not only a good safety device, but makes for a freer movement of the truckers through the aisles.

Elevator Gate.

The elevator gate should be about six feet in height, made in two sections, which telescope as the gate rises. These gates come down flush with the floor and are screened up with wire screening part way. The standard for elevator protection requires that the sides of the car shall be properly screened and a heavy screen shall be placed over the top to protect the passengers from falling objects.

Shield for Flyer on Spinning Machines.

Among the most dangerous machines in twine mills are the spinning machines. These are operated by girls, and there is always danger of their getting caught in the flyers. The guard consists of a steel shield which completely covers the flyers and which is locked when the machine is in motion. When a girl pulls the lever to throw the machine out of motion the guard is unlocked, and when the machine stops she can raise it and take out the bobbin. This is one of the most expensive guards, but it practically eliminates serious hazards.

The best guard for belts, especially large, rapidly running belts in wood shops, is a screen guard made of an angle iron framework, with one-inch mesh wire screening. These guards are set in cast iron sockets which are attached to the floor.

Editor's Note: Mr. Price recently delivered an address, which was an elaboration of the above points, to members of Hamilton branch of the Canadian Manufacturers' Association and their employees.

A GREAT BENEFIT SOCIETY.

The Dominion Coal Company Employees' Benefit Society has completed its first full year of operation, and is working out in a manner that promises well for the future. The membership has increased from 6,000 to over 10,000, and includes practically every employee in Cape Breton and at Springhill. The Society has dependent on it 54 widows and 238 children. The amount disbursed in sick and accident relief was $56,500. The sum of $18,000 was paid in relief to widows and children, and $23,000 was laid aside to cover the future benefits which will accrue to widows and children who came on the fund during the year. The gross income was $120,000, of which $52,000 was contributed by the workmen, $52,000 by the company, and $11,000 by the Government. The expenses of management amounted to $4,000. It will be seen that the expenses of managing are small compared with the income, and, under the consolidation of the funds, the Society's interest on its investments is sufficient to cover the working expenses. The Society is managed conjointly by representatives of the workmen and the company, but its real management is conducted by the workmen themselves, and it is due to the community of interests and the care exercised by the members themselves in passing claims that the Society is prospering. The total gross assets at the end of the year amounted to $134,000, of which sum $75,000 is laid aside as a Reserve Fund to insure stipulated relief payments to dependents, and $25,000 is placed to the credit of the Old Age and Disability Fund. The proportion of sickness claims to those arising out of disability caused by accident have been about the same under the new Society as was the experience under the old societies, namely, that the accident claims were only half the number of those arising from sickness.—F. W. Gray, in the Canadian Mining Journal.

PAINT, OIL, AND VARNISH.

"Manufacturers of colors, varnishes, and white lead are optimistic in the outlook of 1912," says Mr. William H. Evans, in reviewing the paint, oil, and varnish industries for 1912. "Take linseed oil, which may be called the life-blood of the paint and color trade. The large amount of money spent in producing and utilizing this article cannot be overlooked. Not to be too exact, the present yearly consumption of raw linseed oil in Canada is about 80,000 barrels, say three million imperial gallons. This represents approximately a million and a half bushels of flaxseed."

C. F. M. CONVENTION.

The annual convention of the Canada Furniture Manufacturers, Limited, was held in Woodstock, Ont., on January 4, 5 and 6. Managers and employees from the various branch factories co-operated to make the event a conspicuous success. The progress made by the company during the year was reviewed, the commercial conditions of the country analyzed, and optimistic prophecies were interchanged concerning the future of the furniture industry.

CONGRESS OF CHAMBERS OF COMMERCE.

The Eighth Congress of Chambers of Commerce of the Empire will be held in London, England, during the week commencing June 10th, 1912, by instruction of the Congress Organizing Committee. The functions of the Congress Organizing Committee have been assumed by the British Imperial Council of Commerce, which met for the first time on November 28th, 1911. The Association has been asked to appoint delegates.

EMPLOYERS' VIEWS ON COMPENSATION

The Canadian Manufacturers' Association Present Their Case to Sir William Meredith They Prefer State or Collective Liability Method Instead of Individual System.

THE views of the Canadian Manufacturers' Association in regard to the compensation of workmen were presented to Sir William Meredith, who is investigating the problem for the Ontario Government, by Mr. F. W. Wegenast, in the Parliament Buildings, Toronto, on January 18th. Mr. Wegenast prefaced his argument by pointing out that the Association represents some eighteen hundred manufacturing concerns in the Province of Ontario, and embraces within its membership between eighty and ninety per cent. of the manufacturing interests of Canada.

The opinions addressed to Sir William Meredith are those of a committee appointed at the annual meeting of the Association, on the 12th October, 1911, under the following resolution:—

"Resolved, That the conservation of industrial efficiency by organized and systematic means for the protection of the life and health of wage-workers, and compensation for the results of industrial accidents, is a matter which demands the careful attention of this Association.

"That, in view of the imminence of legislation upon the subject in some of the provinces, this Association ought to undertake a thorough investigation of the whole subject of accident prevention and relief, with a view to formulating a broad, general policy for future activities.

"That, recognizing the futility of repeating the experiments of other countries and the possibility of profiting by the failures and successes of legislation of other jurisdictions, we urge upon those in authority that, without permitting any undue or unreasonable delay, any future legislation should be undertaken only after the most thorough investigation of the whole subject from all standpoints.

"That a committee be appointed to investigate the subject on behalf of this Association, and that this committee be authorized, under the direction of the Executive Council, to take such steps as may be deemed advisable to present the views of the Association, as occasion may arise during the coming year, to any legislative or other bodies dealing with the question."

The Committee's Report.

The report of this Committee, unanimously adopted by the Executive Council of the Association, consisted of, first, a statement of principles which it is desirable to have embodied in a system of workmen's compensation; second, a brief analysis of the systems of various countries and jurisdictions with a view to their conformity to these principles, and, third, the recommendations of the Committee as to the system best adapted for the Province of Ontario.

The principles stated are:—

First: For reasons both humanitarian and economic, the prevention of accidents should be a prime consideration in any scheme of workmen's compensation, and no system can be satisfactory which will not tend to produce the maximum of effort and result in conserving the life, health, and industrial efficiency of the workman.

Second: Relief should be provided in every case of injury arising out of industrial accident. Such relief should not be contingent upon proof of fault on the part of the employer, but gross carelessness, drunkenness, or intentional wrong on the part of the workman should be penalized in some way.

Third: The system of relief should be adapted to cover wage-workers in every industry or calling involving any occupational risk, and should not be confined to such industries as railroading, manufacturing, building, etc.

Fourth: The relief should be, as far as practicable, by way of substitution for the wages of which the injured workman and his dependents are deprived by the injury. It should, as a rule, be periodical, and not in a lump sum.

Fifth: The relief should be certain. It should not depend upon the continued solvency of the employer in whose service the injury was sustained.

Sixth: The amount of compensation should be definite and ascertainable both to the workmen and the employer. The system should entirely displace the present method of compensation by an action for damages, and the employer should not be subjected to any further or other liability except in cases of gross carelessness or intentional wrong on the part of the employer.

Seventh: The funds for relief should be provided by joint contributions from employers, workmen, and the State. Employers and workmen should pay in such proportion as represents the number of accidents occurring by reason of the hazard of the industry and the fault of the employer, on the one hand, and the fault of the workmen on the other.

Eighth: The system of relief should be such as to secure in its administration a maximum of efficiency and economy, and as large a proportion as possible of the money contributed should be actually paid out in compensation.

Ninth: The procedure for the adjustment of claims should be, as far as possible, dissociated from the regular courts of law. It should be simple, and calculated to involve in its operation a minimum of friction between employer and employee.

Tenth: The system of compensation should be directly associated with a system of inspection with a view to the prevention of accidents and a system of prompt and expert medical attendance to mitigate the effect of injuries.

Eleventh: The system should be such as to secure as liberal measure of relief as possible without undue strain upon industry.

Twelfth: The system should be such as to afford some promise of permanency.

The Three Systems.

The different compensation systems of the world may be classified as follows:—Individual liability method, the collective liability method, and the State liability or State insurance method.

Under an individual liability system, the obligation to compensate the workman is thrown upon the individual employer as an element of the relationship of employer and employee. The law includes a term in every contract of employment by which the employer assumes an obligation, more or less extensive, to indemnify the workman for injuries received in the course of, or in connection with, the employment. The injured employee looks for his relief to his employer, who thus becomes an individual insurer of the workman against accidents.

In the collective method, the liability to compensate the workman is thrown upon employers *collectively* in groups, according to the hazard of the industry. Employers are encouraged or compelled to combine in associations for the purpose of insuring their workmen against accidents and providing the funds for the purpose. The injured workman looks for his compensation, not to the individual employer, but to the association or the fund. The principle of collective liability is illustrated in the German system, under which employers are grouped by industries under State compulsion and supervision, and are required to provide funds for compensation or relief for injuries arising in their respective groups.

Under the State system, the State itself assumes the obligation to pay compensation, the cost being levied upon employers, or employers and workmen, through the agency of a State insurance department. The workman looks for his compensation directly to the State department, and the compensation is provided out of a fund levied in the form of insurance premiums upon the pay-roll of industries.

Recommendations.

The recommendations of the Association are as follows:

"We recommend the establishment of either a collective liability or a State insurance system. An individual liability system will not be acceptable to the manufacturing interests of the Province.

"We are prepared to lend every assistance to the organization of an independent collective system, but we believe that under all its circumstances the most economical and satisfactory plan for the Province of Ontario is a collective system under provincial legislation and control.

"We recommend the creation of an independent non-political provincial insurance department, administered by a board of three commissioners. This board should provide for the payment of all claims for compensation out of a fund to be raised by premiums levied upon the pay-roll of industries classified according to hazard. The board should be vested with full jurisdiction to adjust all claims for compensation upon sworn reports of the different parties interested. It should have power to take evidence, to make independent investigations, and to re-hear and re-adjust, its decisions being final upon questions of fact and subject to appeal only in questions of law.

"The board should also have power to enforce preventive regulations, and provision should be made for the advisory co-operation of representatives of different classes of industries in the framing of such regulations. The board should also have charge of the adjustment of insurance rates and the classification of industries.

"The annual assessments of insurance premiums should be levied upon the basis of the current cost of compensation payments with a margin for an emergency fund. A percentage of the premium rates representing the proportion of the accidents due to the fault of the workman should be chargeable at the option of employers, and, upon due notice, to the workmen, and deducted by employers from the wages of the workmen."

INTERVIEWS ON WORKMEN'S COMPENSATION

Members of the Association Express Their Views on This Important Subject— Employers of Labor Willing to Treat Their Employees Justly and Generously.

IN reply to a request from "Industrial Canada," the following interviews were given by members of the Association on the subject of "Workmen's Compensation":

Mr. John Baillie, Dominion Oil Cloth Co., Ltd., Montreal, Que.:—

"Compensation to working employees of all classes, including factory, railroad, contractors' and farmers' help, is, in my opinion, now a necessity, and eventually should be compulsory, and would suggest that the Federal Government should put through a Bill, which should apply to all Provinces, somewhat on the lines of the Quebec Workmen's Compensation Act, with, of course, some minor changes. The Federal Government should further make it compulsory for all employers of labor to either put up security or take out a policy covering their risk in some properly licensed accident insurance company, many of whom would, no doubt, have agents, inspectors, and medical advisers in all sections of the country. I believe a man should get 50 per cent. of his weekly wages if he is injured while at work, except in cases where injuries are caused by wilful misconduct or intoxication, and about three years' wages in case of permanent injury or death; further, I believe that a judge, and not a jury, should be the arbitrator in all questions of dispute. The compensation for the various permanent injuries should, as far as possible, be fixed and along the lines of the accident insurance companies' schedules, in proportion to the amount payable in case of death—for example, under the Quebec Act a workman might be awarded as much for the loss of a hand or an arm as for loss of life, which, of course, is absurd and clearly an injustice to the employer. From the foregoing you will understand that I, as a large employer of labor, with somewhat lengthy experience, firmly believe that a clear-cut Compensation Act is a necessity in this Dominion, for the workman as well as for the employer."

A National Question.

Mr. C. B. Gordon, Dominion Textile Company, Ltd., Montreal, Que.:—

"It is interesting to know that all the Provinces are now awakening to their responsibility in regard to the passing of legislation providing for workmen's compensation. Canadians and Americans probably do not realize how far behind the rest of the world they are in this matter. They will be surprised to learn that almost all other countries of any consequence have already in existence comprehensive legislation in regard to workmen's compensation, and that practically the only countries at all prominently connected with manufacturing, who have not done so, are the United States and Canada. It is only within the last few years that any attention has been paid to this matter on this side of the Atlantic. It would be well, in dealing with the matter in Ontario, to be guided by the experience of those nations which have already given attention to the study of this question, and it would seem that the German Act is much the most comprehensive, although it may be difficult to put it into operation here at the start. Broadly speaking, the subject of compensation divides itself into two parts:—First, providing a reasonable compensation for death, injury, or sickness, and, secondly,

a means by which the amount paid is to be provided for,—whether it is to be paid partly by the employer and partly by the employee, and also as to the guarantees which the State will exact from the employer in regard to his ability to make payment,—that is to say, whether the State will make it compulsory for the employer to undertake some kind of insurance either approved by the State or effected through the State itself. It is to be hoped that the Act, which it is expected will soon be passed by the Legislature of Ontario, will be much more comprehensive in its character than the Act lately passed by the Quebec House, and that with such modifications as are necessary, it will, as nearly as possible, approach the German Act, which seems to be the only comprehensive Act in existence dealing with all the aspects of workmen's compensation."

Compensation in Proportion to Injury.

Mr. Alex. Saunders, Goderich Organ Company, Limited, Goderich, Ont.:—

"The basic principle of compensation for injuries to workmen should be on a scale providing recompense according to the extent of the injury. I consider there should be mutual confidence between the employer and employee, a bond of sympathy, the employer considering the welfare of his employee, with the workman in return giving his best efforts to upbuilding and maintaining the efficiency of the establishment with which he is connected. I further think the idea should be to secure to the injured workman the fullest amount of compensation without any legal technicalities or unnecessary expense attending it. A scale of payments should be arranged in accordance with the extent of disability due to the injury, which would recompense without pauperizing the workman. I think the funds should be borne in just proportion by the employer and the workman, the latter would thus feel an interest in the plan, and prevent dissimulation and fraud in the way of unjust and unreasonable claims. I believe, too, that a commission should be appointed under Government control, but entirely removed from politics, whose word should be final on all matters brought before it, securing for the injured workman his full compensation, without endless legal processes. I am in favor of a federal law which will cover the separate Provinces. The State might contribute sufficient to the fund to provide for the working out of the law and the expense of such a commission. To my mind, the German law, which has had years of successful working, might be adopted, with any amendments suitable to the conditions of industry in our country. To provide against the possible failure to pay compensation on the part of small or financially weak companies, a system of insurance, either State or by corporations, could be provided to secure the certainty of compensation to the injured workman."

Dangers of Compensation System.

Mr. Jas. P. Murray, formerly of the Toronto Carpet Mfg. Co., Ltd., Toronto, Ont.:—

"Communities are made up of classes and classes of units. In all matters between units or classes, justice should prevail. Nowhere is justice more sacrificed to the whim of a very small percentage of one class than in the present-day mad endeavor of the people's representatives, and their press supporters, to accept almost any idea of this minimum class, if it looks 'democratic' (but leaning towards socialism). Unfortunately, the public, who should read and study the world's movements, think so superficially and remember so little, that they are indifferent to this class influence, and so the independence of their representatives, so necessary to sustain justice between classes, is nullified. Conditions governing industry should be of interest to each unit of the community. An injury to one has an influence on the whole. So if injustice is done to a laborer or to his employer, the community is injured. It may be a small one, but—the world is made up of atoms. Nowhere may injustice be practised more easily on a workman, his employer, or the community, than in a claim regarding compensation for an accident. It brings so many opportunities for misstatements. The greed for dollars and the right (accepted by practice) to commit perjury, offer strong inducements to make 'a personal win,' although a real public loss is the result. The introduction of a Workmen's Compensation Act gives an opportunity to force a moral influence into a practical operation. It will be the entering wedge for the breaking of an old practice in our courts, notaries' offices, and other places where oaths are administered and documents sworn. Make the Act against perjury active. Make it known that it is intended to be made active. The community will benefit, and all in it will then have a real hope for just decisions. Workmen's compensation will be a blessing."

Act Should Be Only Law on Subject.

Mr. Howard Murray, The Shawinigan Water and Power Company, Montreal, Que.:—

"After an experience of some years in dealing with workmen's claims, I have concluded that the principle of compensation to workmen for injuries received must be accepted. Three years have elapsed since the Province of Quebec enacted the Workmen's Compensation Act (9 Ed. VII., Ch. 66), and there is no doubt that the result of the working of this Act has given more satisfaction to both employer and workman than did the old order of things, when the compensation allowed rested upon the whim of a jury. It is quite true that the Quebec enactment leaves much to be desired, and possibly the Province of Ontario can provide more equitable provisions for the adjustment of the relations between employer and employee. There are still many employers who resist the contention that a workman is entitled to compensation when injured, but it is hard to get away from the fact that the balance of hardship rests upon the employee; that he is bound to do his employer's bidding, whether or not he sees the danger involved, and that the laborer, because he is a man 'for all that,' is willing to take a sporting chance, ignoring the danger. In the Ontario legislation, it should be provided that the enactment, whatever its nature may be, should be the only law capable of being invoked by the workmen. In Quebec many workmen do not come under the provisions of the Act, as it does not apply in cases where the yearly wages exceed $1,000.00. The desire to be in advance of all other countries in this matter will probably lead Ontario into experimental legislation, the idea on the part of many being to make of the new Act a matter of continuous benefits or annuities to the workmen rather than a direct compensation for an injury. This seems to be a leaning toward the legislation existing in Germany, which, in my opinion, is not required."

WORKMEN'S HOMES IN BRAZIL.

The Congress of Brazil is considering a project for the erection of homes for workmen and Government employes. For this purpose a bond issue of $5,000,000 at 5 per cent. is embodied in the plan. The bill provides that a certain percentage of the salaries of workmen and Government officials be deducted monthly for the payment to the contracting companies.

WHAT WORKMEN CONSIDER TO BE COMPENSATION

The Trades and Labor Congress Want to Place the Entire Cost of Maintaining Any System Upon Employers—They Favor British and Washington Acts as Models.

THE Trades and Labor Congress of Canada, through Mr. Fred Bancroft, Vice-President, have presented their case to Sir William Meredith, Commissioner of the Ontario Government, for guidance in the preparation of a Workmen's Compensation Act for the Province of Ontario. The labor men desire that the new Act shall contain the following clauses:—

"1. All employments, the employees of the Province, municipality, county, or other administrative bodies in the Province, to be covered the same as employees in industries.

"2. Compensation for all injuries arising out of and in the course of employment.

"3. Compensation for being disabled, or other injuries arising out of or as the result of a specified occupation, the said disablement and injuries being in the nature of occupational diseases.

"4. Entire cost of compensation to rest upon employer.

"5. In the case of injuries resulting in death, the dependents, as outlined in the British Act, and State of Washington Act, shall be the beneficiaries, with the expenses of the funeral as outlined also.

"6. The doctrine of negligence on the part of employee or employer, fellow-servant, or otherwise, shall have no place in the new legislation.

"7. State insurance in connection with Compensation Act.

"8. The creation of a Provincial Department of Insurance with three commissioners for the purpose of administration of the Act.

"9. Compulsory insurance of employers in the State Department by a yearly tax levied upon the industry or occupation, covering the risk of the particular industry or occupation.

"10. The tax shall be upon the yearly wage roll.

"11. No employer shall attempt to pay the tax by deduction of wages of employee, by agreement or otherwise, such action to be regarded as a gross misdemeanor, as provided for in the State of Washington legislation.

"12. The schedules of payment under the Act to be based upon the payments under the British Act, with the proportional increases due to the difference in the wages in Ontario, reflecting the difference in the cost of living.

"13. The Provincial Government shall provide revenue for the creation of the Department of Insurance."

Various Compensation Acts.

The labor men made the following statements to Sir William in reference to the British Act and the Manitoba Act:

"The tendency of thought in Europe as well as North America is toward compulsory State insurance. The British Act, an admirable one, is found to be in need of improvement in this direction, as the British Trades Congress, the mouthpiece of organized labor, is seeking to have established compulsory State insurance in connection with the Act.

"The Manitoba Act, modelled upon British legislation, is found to be wanting improvement in this direction also, as the Central Labor Council in Winnipeg has expressed itself a short time ago as intending to seek compulsory State insurance in connection with the legislation."

The delegates quoted from the Washington Act as follows:

"'The remedy of the workman has been uncertain, slow, and inadequate. Injuries in such works, formerly occasional, have become frequent and inevitable.

"'The welfare of the State depends upon its industries and even more upon the welfare of its wage-worker.

"'The State of Washington, therefore, exercising herein its police and sovereign power, declares that all phases of the premises are withdrawn from private controversy, and sure and certain relief for workmen, injured in extra hazardous work, and their families and dependents, is hereby provided, regardless of questions of fault, and to the exclusion of every other remedy, proceeding, or compensation, except as otherwise provided in this Act, and to that end all civil actions, and civil causes of actions, for such personal injuries, and all jurisdiction of the Courts of the State over such cases, are hereby abolished, except as in this Act provided.'"

In discussing the Washington Act and the type of legislation needed in Ontario, the labor men said:

"Perhaps the best feature of the Washington legislation is the fact that it makes for the prevention of accidents, which we regard as more important than compensation. The taxing of industries according to their respective risks, is an incentive to the employers to reduce the risks, which means a reduction of the yearly premium.

"It is only by making risks expensive in industry to employers that we can hope to reduce them to a minimum.

"Contracting out clauses, sub-contractors liabilities, all the aggravating questions of controversy, and litigation, could be obviated by Provincial compulsory inspection by the department of administration, in connection with which the Provincial Health Department could, on investigation among the workers of Ontario, tabulate what are occupational diseases in our own Province.

"We believe that an Act modelled upon the British Act in principle, with the compulsory State insurance of the Washington Act, with its police administration and tax upon industry as a preventative for accidents, would be the best for the workers as well as the employers.

"With regard to the sums of compensation in the schedules, we will be willing, if you decide on the British Act altogether, to work out the payments for Ontario, taking into consideration the different financial proportions of wages and cost of living. We would say, however, that if you follow the British Act completely, it should cover all workers in Ontario getting less than two thousand dollars a year.

"If, on the other hand, you should favor the Act of the State of Washington, we will endeavor to prove to you that some of the payments made by the month are too low.

"Anything less than either of these Acts will be inadequate to meet the needs of the workers of Ontario, and as this Province is the manufacturing centre of our Dominion, we claim that the legislation that should be adopted, and which we desire, is that pointed out by the fundamental principles we have laid down for your consideration."

BIRD'S EYE VIEW OF THE PANAMA CANAL



The view shows a section of the Atlantic division of the Panama Canal as it will appear when completed. In the foreground are the Gatun locks, which lie six miles from the Atlantic shore line. The Gatun dam and Gatun Lake appear in the background. Ships will not pass through the locks under their own power, but will be towed by four electric locomotives, running on tracks upon the side of the centre walls.—*From Scientific American.*

THE PANAMA CANAL

It Will Be Open for Shipping Next Year—Director-General Barrett of the Pan-American Union Says It Should Be Free—Official Construction Statistics Given.

THOSE in charge of the Panama Canal state that it will be open for shipping by July 1st, 1913. Others claim that it will not be ready before January 1st, 1914. The date of completion mentioned in the estimates was January 1st, 1915. Consequently, it is practically certain that the great project will be finished at least a year in advance of the stipulated time.

The recent report of Col. George W. Goethals, chairman and chief engineer, presents to the public much valuable information and many interesting statistics concerning the progress of the past year.

In the Atlantic division, 7 7/10 miles in length, excavation has been completed for the Gatun locks, where 911,137 cubic yards of masonry was laid by the construction plant at a cost of $6.64 per cubic yard. At the close of the year the masonry was 68.34 per cent. completed. 31,060 feet of concrete piling was constructed for the foundation of the south middle approach wall to the locks from the Gatun side, and 500,000 cubic yards of back-filling was placed in the rear of the side walls of all the locks. The Gatun dam, at the end of the year, was 74 per cent. completed. The embankments on the east portion of the dam had been raised from 65 feet to 85 feet above mean tide, and the hydraulic fill has been raised from 51 to 73 feet. On the west side, the dry fill has been raised from 35 to 67 feet, and the hydraulic fill from 16 to 57.3 feet. The total increase of dry and wet material during the year was 5,819,056 cubic yards. Steam shovels and hydraulic dredges are making good progress in the channel between the Gatun locks and the Atlantic.

The Culebra Cut.

Sixteen million cubic yards of earth was excavated from the great Culebra Cut in the Central division during the year, completing 73.75 per cent. of the work to be done. The Central division is 31 7/10 miles long. The engineering problem has been made more difficult by the great landslides which occur, increasing the excavation by over 30 per cent. The original estimate of the amount of excavation necessary in the Culebra Cut section was over 97,000,000 cubic yards.

The engineers of the Pacific division have to construct locks and dams at Pedro Miguel and Miraflores, excavate a channel between the locks, and open a cut from Miraflores to the Pacific, which lies 11 miles from Mt. Piedro Miguel locks. At the end of the year, according to Col. Goethals, the Pedro Miguel locks were 79.43 per cent. completed, and 19.27 per cent. of the concrete work on the Miraflores locks was finished. Dredges removed from the channel to the Pacific 5,500,000 cubic yards, leaving 4,700,000 cubic yards to be removed.

The official estimate of the annual cost of operation of the canal is $3,000,000. Interest on the construction cost, $400,000,000, would be $12,000,000. If the United States Government makes the canal pay its way, $15,000,000 must be collected in tolls annually.

Will the canal be free? The world is waiting for the answer to this question.

Barrett's Opinion.

"The Panama Canal, to prove of the greatest practical usefulness to the United States, should be free to the shipping and commerce not only of the United States, but of the world."

This is the opinion of Director-General John Barrett, of the Pan-American Union, based on his study of the Panama Canal and of Pan-American and Pacific commerce extending over a period of 18 years, during which he has served as United States Minister in Asiatic and South American countries, including Siam, Argentina, Panama, and Colombia, aside from holding for the past five years his present position as head of the Pan-American Union, an international organization devoted to the development of Pan-American commerce, friendship, and fraternity.

"The United States is not constructing the canal to gain revenues from the tolls on traffic. It is building it purely for commercial and strategic reasons: commercial, to provide a new and short sea trade route between the Atlantic and Pacific; strategic, to be able to protect readily and effectively with its Navy, in case of war, real or threatened, both Atlantic and Pacific coasts. Tolls have nothing to do with the strategic phase; all vessels will be or will not be allowed to pass in the event of war, tolls or no tolls. They have, however, everything to do with the commercial phase. A free canal will increase the commerce of the United States in ten years to fifty times the cost of operation and interest.

"It will absolutely destroy all possibility, in any shape or manner, of monopoly in interoceanic traffic. It will encourage every ship-owning, operating, or chartering company or individual in the world, to build, operate, or charter vessels to use the Canal. It will keep rates between the two coasts of the United States at a minimum and develop an immense traffic between the Atlantic and Gulf ports and those of California, Oregon, and Washington. It will improve to the largest degree the possibilities of trade between the United States and the West or Pacific Coast of the twelve Latin-American countries, reaching with vast potential resources for 8,000 miles from Mexico to Chile. It will bring to the ports of the United States and Latin-America vessels of every flag, providing them with abundant shipping facilities and adding greatly to their prosperity.

Rival of Suez Canal.

"It will encourage our sister Republics to develop their merchant marine and make them feel that the Canal is for their good as well as that of the United States. It will be the only effective influence to take away a considerable proportion of the traffic of the Suez Canal which ought to come to Panama and of that trade which otherwise never will take the Panama route in preference to Suez. It will settle immediately the treaty issues with foreign countries as to discriminations in tolls against them in trade between the United States and foreign lands, and still allow every advantage to American vessels in the coastwise trade between the Atlantic and Pacific ports of the United States. It will, in short, mean the difference at the very start between a busy canal doing a great business, with consequent profit to the industries of the United States, and a dull canal doing a small business, with disappointment everywhere in the United States that so little good is being derived from a waterway costing $400,000,000.

"As to the railways, the argument that a free canal will seriously injure their business is not well founded. It is as illogical as the contention of bygone days that they could not stand the competition of the rivers, the lakes, and seas —as ridiculous as to say that railways between New York and Boston, New York and New Orleans, Seattle and San Francisco, Pittsburg and St. Louis, Buffalo and Detroit, could not operate successfully between these points because of water competition. Added to this is also the inevitable and rapid growth and development and additional prosperity of the Pacific Coast and Central West resulting from the Canal which will reflect on the railroads and more than make up in a few years for any previous loss of business through the Canal. The transcontinental railways, according to the precedents of economic evolution and the history and tendency of transportation conditions and influences, should favor a free canal instead of opposing it. In ten years they will wonder why they were so unwise as to antagonize the Canal and will rejoice at the new prosperity and filling up of the country which will result from the Canal.

"The fact that the two oceans were not connected at Panama sooner was an accident of creation, and Col. Goethals, backed by the United States Government, is now doing what the Creator forgot to do! Had He done it, the route would be free to the ships and commerce of the world; can the United States Congress afford to put its judgment against that of the Almighty? Let it execute His delayed will, and the celebration of opening the Canal will be the greatest international event in the history of the world."

ANIMAL COVERS FOR NEW ZEALAND.

The use of canvas covers on horses and cows in cold or wet weather appears to be extensively practised in New Zealand. It is not customary in the Dominion for live stock to be housed even in winter, but this form of protection is usually adopted for horses and cows left out on exposed pastures. The usual price of horse covers is £1 apiece. Cow covers, smaller in size, are sold for about 17s. Most of the covers are made up from imported material by saddlers, or by sail, tent and tarpaulin makers. A certain amount of American cotton duck is used, but most of the material is of flax, and is obtained from England. There is no duty on the imported material. Many of the covers for horses have a woollen lining, and are trimmed with leather edges, and, of course, are also fitted with ropes and straps to keep them in position. In all cases covers are waterproof.

CHINESE TRAVELLERS.

Increasing numbers of Chinese are being employed by foreign firms as travelling salesmen, both in the open ports and in the interior. An outcome indicated in consular reports years ago is that it is more practicable and profitable to train Chinese in foreign business, mechanical, or other technical knowledge for the sale of foreign goods to the 400,000,000 people in China than to teach the several Chinese dialects to foreigners in preparation for this market campaign.

Two local firms have successfully employed well-educated Chinese, graduates of foreign schools where possible, to present their goods to Chinese merchants. In addition to the advantage of language and comparative low cost on account of the important items of salaries and travelling expenses Chinese salesmen can travel in the interior on trade missions in a way that a foreigner cannot.

Not only are foreigners prohibited from doing business in China other than in treaty ports, but the means of travel and subsistence in the interior are such that foreigners find great difficulty in making trips of any considerable length. Chinese representatives, on the other hand, visit all parts of China without hindrance, are satisfied with travel and subsistence offered, and of course are conversant with local customs and conditions; can secure the best information possible as to credits, and know better than foreigners the actual possibilities of any particular line of goods in the Chinese market. The Chinese are good salesmen and traders by nature, and the training of these representatives even in technical lines has not been found difficult.—*Trade and Commerce Report.*

CANADIAN EXPORTS OF MANUFACTURED PULP.

Canada's export trade of wood pulp is increasing annually, and during 1910 amounted in value to five million, seven hundred thousand dollars, according to information furnished to the Dominion Forestry branch of the Department of Trade and Commerce. The three hundred and twenty-nine thousand tons of pulp exported was an increase of forty-eight thousand tons over the amount shipped in 1909. Wood pulp exportations in 1910 amounted to seventy per cent. of the total produced in Canada, whereas, in 1909, the proportion was only sixty-three per cent. Eighty-eight per cent. of the export was mechanical pulp, and the remaining twelve per cent. was chemical pulp. During 1910, over three-quarters of the pulp exported went to the United States, while shipments to nearly all other countries decreased. The United Kingdom takes most of the remaining one-quarter, although exports to these countries have fallen off greatly. Particularly is this so with chemical pulp, not one-seventh the amount being shipped in 1910 as in 1909. The average value per ton of the pulp exported in 1909 was $14.67 for the mechanical and $36.35 for the chemical pulp. This is a combined average of $17.31, or 14 cents less per ton than for the previous year. The prices paid to Canadian exporters by the various importing countries were per ton for mechanical pulp: United States, $16.09, or exactly the same as in 1909, and United Kingdom, $15.78, or $5.52 more. For chemical pulp the amounts paid were: United States, $36.32 per ton, and United Kingdom, $41.60 per ton.—*Forestry Press Bulletin.*

THE WORLD'S COAL.

The production of coal in the five principal coal-producing countries of the world in 1908, 1909 and 1910 was as follows:—

Countries.	1908. Tons.*	1909. Tons.*	1910. Tons.*
United K'gdom.	261,529,000	263,774,000	264,433,000
Germany	145,298,000	146,397,000	150,372,000†
France	36,044,000	36,519,000	37,254,000†
Belgium	23,179,000	23,140,000	23,532,000†
U.S. of America‖	371,288,000	411,432,000	447,837,000†

*Tons of 2,240 lbs. †Provisional figures. ‖Including lignite.

The consumption of coal in some of the chief consuming countries is shown in the following statement:—

Countries.	1908. Tons.	1909. Tons.	1910. Tons.
United States†.	360,935,000	398,942,000	434,915,000*
United K'gdom.	176,228,000	177,745,000	179,939,000
Germany	129,845,000	129,628,000	130,226,000*
France	52,995,000	54,193,000	54,861,000*
Russia	30,008,000	*28,513,000	27,429,000*
Austria-H'gary.	25,028,000	25,329,000	24,590,000*
Belgium	22,515,000	22,413,000	23,850,000

*Provisional figures. † Including lignite.

THE CONSTRUCTION OF A CATALOGUE

By J. J. Gibbons

Printing Department Experts and Business Men Should Co-operate in the Composition of Catalogues in Order to Secure Artistic Effect and Advertising Value.

The making of a proper catalogue is no trivial incident in the year's business.

The word "proper" must be emphasized. Catalogues, as we know, possess an immeasurable variety of quality, but a *proper* catalogue is such an one as satisfies the man who



Unique Effect Achieved by the Southam Press, Toronto.

issues it and causes him to admit that his line of business is adequately and fairly represented in its pages.

A catalogue of this sort cannot be produced offhand. It can hardly "be got together" just at odd times. It is not a thing to be left to inexperienced helpers. It is something inevitably extra, over and above ordinary work, and the time for it, not being allowed for in the day's routine, has to be arranged like an engagement at the dentist's, out of hours that are begrudged. The truth is, the important



Prepared by J. J. Gibbons, Limited, Toronto.

regular catalogue of a house seldom gets the attention that the busy manufacturer or dealer will confess he would like to have spent on it.

Perhaps the root of the trouble is right here,—the catalogue is one product the manufacturer or dealer is called upon to supply which he cannot produce entirely in his own place. It must be begun in his office, and then, in ninety-nine cases out of one hundred, turned over to someone outside.

There is thus, commonly, a partnership entered into without the safeguard of any very definite basis of understanding. The proprietor of a business may carry the preparation to a certain point where he leaves it at loose ends, and the printer or publisher of the catalogue then goes on with the work, twisting these loose ends in a fashion of his own devising. The printer defends himself from blame by saying that owing to the way it was given to him he could



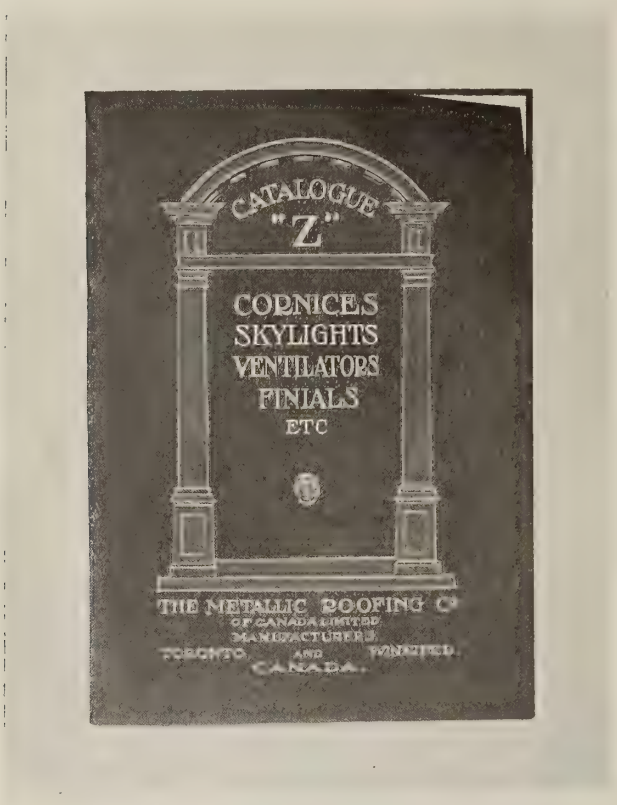
Catalogues Made by Brown-Searle Printing Co., Toronto.

not do any better with it, and the dissatisfied manufacturer frequently retorts that if the printer could not do any better that something ought to be "given to him."

There is no doubt that when the proprietor and printer go jointly into the important task of making a catalogue which is so essential a piece of material in a big business structure, they should have something between them as definite as the drawings and specifications which stand between a man and his architect or builder in another similar constructive relationship.

A carefully prepared "lay-out" or "dummy," to accompany specifications, ought to be considered a necessity for any catalogue. Sometimes the manufacturer or dealer will

elect to make this in his own office, if he has a man at hand who can do such work, otherwise the printer ought to be told the number of pages, amount of copy, character and size



Work of Rous and Mann, Toronto.

of illustrations to be used, together with any other predetermined matters, and then be required to submit a "lay-out" to show his intended way of handling the catalogue.

A Definite Understanding Necessary.

Before he sets a page,—or rather before he sets more than a mere sample page,—this "lay-out" should be discussed, revised if need be, and O.K.'ed. This brings both parties to an understanding, not that either is to be thought untrustworthy, but simply because it cannot be denied that words are incapable of explaining in such a case as this just what is wanted on the one hand and just what is going to be done on the other. A good catalogue job can hardly be executed without a "lay-out," any more than a bridge or a building can be produced without a blue-print.

The first things which a "lay-out" determines are the size of the catalogue and its shape. These may have been indicated in the specifications, but it is well for everyone concerned to see just how they look.

Next, the "lay-out" determines one or more representative or average pages. This fixes the general style of the inside; for these pages, if the copy and requirements of the catalogue have been thoroughly studied, will stand as models for the greater part of the work. Exceptional pages are bound to occur, but these, it will be understood, are to be brought as near as possible to the arrangement of the "lay-out."

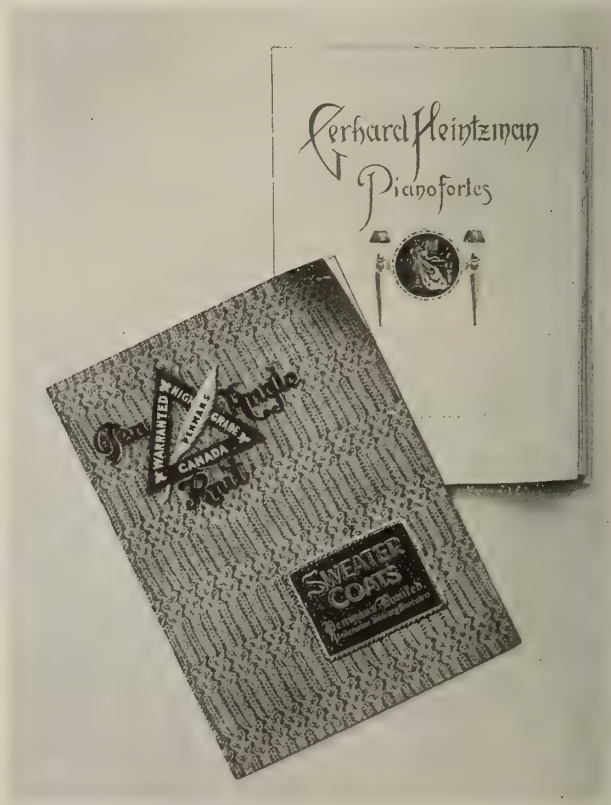
Generally, the "lay-out," including the title page, introductory page, a page or two showing the proposed treatment of facing text pages or pages of combined text and illustrations, together with a sample of one containing tabulated matter, is sufficient to show whether or not the whole catalogue will hang together in workable shape and hold to a consistent style throughout.

The model pages may be made up by pasting together type matter and illustrations clipped from various sources, or by lines drawn with pencil or ink to indicate cuts and type forms. In this way may be indicated the proportions of margins, the width and height of type forms on the pages, the size and style of type face (preferably by pasting in a sample), the character of headings and running head lines, the indention to be employed at the beginning of paragraphs, and the manner of setting side or boxed sub-headings, the colors to be used (if more than one impression is allowed), the treatment of illustrations (if halftones—whether squared, silhouetted or vignetted), and the border designs, or other decorations, if any.

It will be seen, of course, that it is possible for copy to be so prepared as to make uniform or consistent style impossible in the catalogue pages. An excellent way to guard against this is for the one who prepares copy to confer early with the one who is to design the "lay-out" or direct the printing, and show to him the most difficult material there is likely to be presented. By this means a way may be discovered in which they can work together to bring the difficult matter into passable typographic style. It often happens that some change not difficult to make in the arrangement of the copy, can save a catalogue from awkward style and expensive composition, producing better effect with actual economy.

What the Cover Should Be.

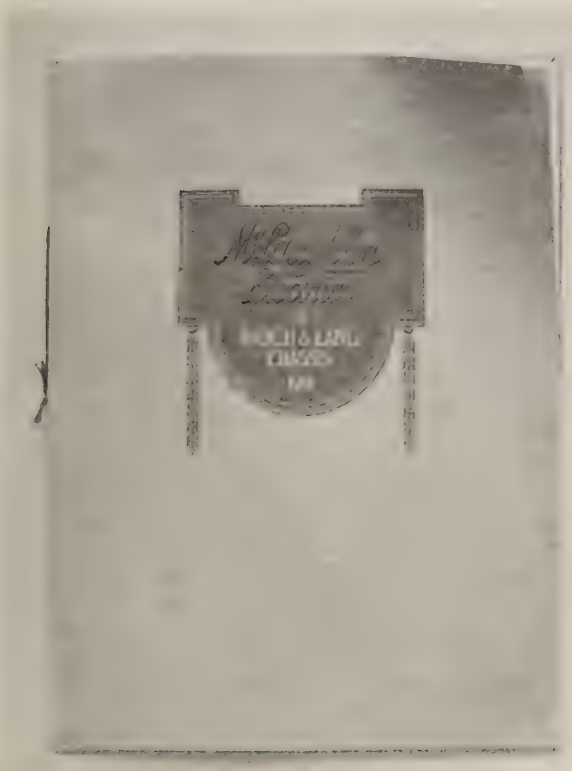
The cover of the catalogue has not yet been mentioned, although in more than one way it is of the first importance.



Catalogues Prepared by R. G. McLean, Toronto.

It must be good. It must be exceptionally good. The matter inside depends upon it for its chance to reach the public eye. It must compel attention. It must interest

enough to lead the reader within the book. And, finally, its appeal must be, not to any indefinite class of observers who may be in the habit of looking at advertisements as a sort



Created and Produced by Grip Limited, Toronto.

of pastime, but to the very class of people who are going to find interest in the matter enclosed in it. This is vital.

The intimate relationship between cover and contents is to be urged not alone on the plea of artistic unity, sound as that plea may be, but for the reason that it is obviously absurd to make a catalogue cover suggest anything that the contents fail to disclose.

For instance, if a catalogue is written expressly for people who use plows, it is certainly good policy to let the cover portray plowing. It would be a mistake to let the cover suggest automobiles, for then it would generally miss the plowman, to his loss, and strike the attention of the motorist, to his possible disgust. While this suppositious example may seem extreme, yet is there anyone who on second thought will not confess to having been at some time widely misled as to the character of a catalogue by its possibly pretty but inappropriate cover picture?

Proceeding apparently backwards, we have put copy beneath what has been said here of make-up and cover.

Modesty dictates this, for the "dress" of the catalogue is precisely the same to its body matter as are garments to the man, and it is needful to have these ready before the one for whom they are intended is ready to appear in public.

"Lay-outs" and covers are lifeless in themselves: they are like empty clothes until copy is put into them. And after all, what is the use of the printer's efforts to make up a catalogue if there is no live matter to go inside?

Copy for a catalogue has as much need of careful writing as copy intended for high-priced space in magazines or newspapers. No unnecessary display of language is desirable in a catalogue. What is wanted is simply straightforward explanatory talk, with painstaking brevity. If we consider postage rates and the patience of the reader we will not be verbose.

Yet many a man finds he has not time to be brief. He does not know how to cut down. It is hard for him, furthermore, to know just what way to present matters so that readers will take them right—just the way he wants them taken. Oftentimes the man who knows the goods best does not know best how to put them before others. He is too "full of his subject."

Through the Eye of the Outside Expert.

It is proverbial that the actual resident of a country may write a less interesting account of his homeland than does the visiting stranger. The resident may not even present the obviously important points that the stranger sees, because the former, being so used to his surroundings, overlooks things, or, feeling the familiar features to be universally known, fears that mention of them would be commonplace and uninteresting. This does not mean that any person who happens along is sure to do better. Not by any means. The merely superficial observer who notices only what he personally fancies, is likely to make statements laughably incorrect; but a fresh sightseer, who has had the training of much travel, will doubtless describe a place more picturesquely, and be more certain to touch upon its real characteristics, than one who has been born and brought up within its boundaries.

Yet the resident must be a guide to the visitor. A man, for example, was asked by a company selling pianos on the direct plan, "from producer to purchaser," to write catalogue matter for them because he had never done anything in that line before, and they thought his copy would be fresh. It was fresh. It was actually unsophisticated, and while there were some paragraphs in the matter presented that were retained, there were numerous notes he gave on the subject that went to protest. "You emphasize the wrong things," wrote the president of the company. "You do not

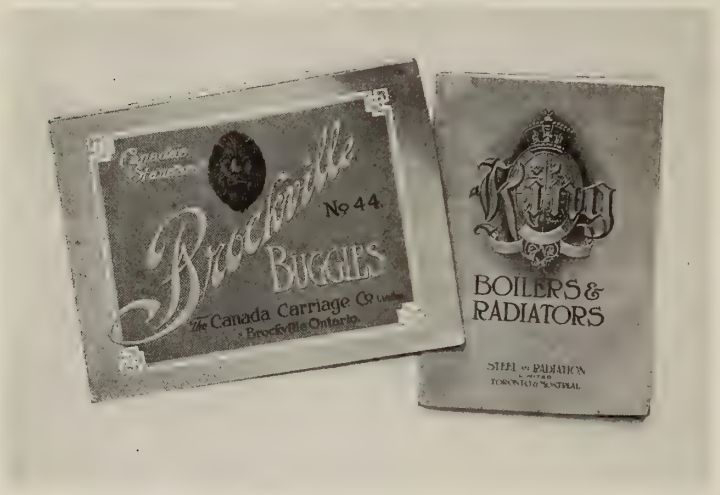


Catalogue Production of Brigden's, Limited, Toronto.

say anything sufficiently positive about the goods to convince people that the quality is really first-class. We want things said so as to make people believe beforehand just what they

will know when they have bought and used our goods." A visit to the factory was arranged and, after spending a day in the works with the superintendent and having several hours' talk with the president and the general manager, he began later to say things to suit.

There are two sides to this matter of preparing copy for a catalogue. It may be written from the inside or outside; but the man on the inside who writes catalogue copy must develop a strong advertising sense, that is, learn to know how to interest the public in the articles he knows familiarly, so that people will see before they buy just what they will find out after they have bought and used the goods, while



Made by the Reid Press, Hamilton.

the man from the outside must know the goods and what they are good for, before he can write convincing copy.

"A man has got to eat and live on the food he advocates," the advertiser of a well-known breakfast food admitted. In similar way, one ought to sleep on the bed he praises, take his ease in the chair he writes about, wear the make of shoes or gloves about which he purposes to say fitting things, and display the gems and diamonds about which he is going to flash brilliant points. However, in some lines of advertising the copy-man is compelled to possess imagination rather than the actual things he must present to the public.

The illustrations accompanying this article show something of the method of make-up that helps to good results, and also reproduces certain catalogue fronts that seem to be consistent with the business covered. There are many examples of good work that might be submitted from a thousand different sources, but these exhibit, as their captions indicate, attainable features that make for good construction in a catalogue.

BONUS FOR IRON AND STEEL INDUSTRY.

The New Zealand Government has prepared a bill for the encouragement of iron and steel manufacture in the Dominion from native ores and iron sands. A sum of £66,270 is provided for payment in bonuses on the production of iron and steel as follows: For the first 30,000 tons of pig iron or ingot steel, 20s. per ton; for the first 20,000 tons of bar, rod, angle or other iron or steel, 20s. a ton; for the first 10,000 tons of plate iron or steel, 20s. a ton; for the first 5,000 tons of fencing wire, 25s. a ton. After the expiration of 10 years all plant and other property used by manufacturers receiving the Government bounty shall pass, without compensation, to the Government, or the State may, at any time after 15 years, take over the undertaking on paying compensation.

BLACK AND WHITE IN THE UNITED STATES.

The recent census of the United States shows that the proportion of blacks, even in the Southern States, has slowly declined during the last thirty years. In 1880 there were in the South ten and a half million whites to six million blacks. Now there are twenty and one-half million whites to eight and three-quarter million blacks, and in every State of the South, during the last decade, the ratio of increase in whites was much greater than the ratio of increase among blacks.

With the development of manufacturing in the old Confederacy, following upon the utilization of electrical energy, the change in color is likely to become more pronounced still.—*Weekly Sun.*

CHANGES.

Mr. Hugh Jackson, Treasurer of the Positive Clutch & Pulley Co., has resigned his position to accept the cashiership of The Canadian Fairbanks-Morse Co., Limited, at Calgary.

Mr. Noble, who was employed by The Canadian Fairbanks-Morse Co., Limited, previous to his entering the organization of the Positive Clutch & Pulley Co., Toronto, last June, has accepted a position under Mr. Patton, and now has charge of the Transmission Department of The Canadian Fairbanks-Morse Co., Limited, at Toronto. He is widely known throughout his territory as a well-posted man on all transmission lines.

ARGENTINE EXPORTS.

The exports of the Argentine Republic during the first nine months of 1911 amounted to 260,979,170 gold pesos. The principal items were stock products to the value of 126,575,730 gold pesos, agricultural products valued at 122,680,815 gold pesos, and forestal products to the value of 8,932,698 gold pesos.

NAMES OF FOREIGN AGENTS.

The Department of Trade and Commerce, Ottawa, will be glad to forward, as received, to the Canadian Trade Commissioners in various parts of the world, the names and addresses of the British and foreign agents of Canadian firms doing business abroad.

The attention of the Department has been drawn to the fact that not infrequently tenders are called for commodities which Canadian firms could supply, but the time given is so short as to preclude the information being given general publicity in Canada; but were the Trade Commissioners kept informed as to the Canadian agents residing abroad, information at times of value might be made known to them.

GROWTH OF CHILI'S TRADE.

The custom house receipts of the Republic of Chili for the first nine months of the year amounted to $93,872,898 gold and $1,388,433 paper, revealing an increase over the corresponding period of the previous year of $9,987,402 gold and $251,157 paper.

MR. GLASSFORD DEAD.

Mr. Hugh W. Glassford, President of the Rockwood Sprinkler Company, Montreal, and a member of the Association, died of heart failure on January 17th. He was only forty-three years old, and left a widow and three children.

CHANGES IN FREIGHT RATES DURING JANUARY

List of Freight Schedules Filed with the Board of Railway Commissioners During month of January, 1912.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C. R. C.	R. R. No.	Effective.	Description.
Canadian Pacific Railway.			
Sup. 10	Sup. 10	Feb. 12, '12	Commodities from stations in Canada to Buffalo, Black Rock and Suspension Bridge.
E 2267 Cancels E 1120	E 1865 Cancels E 703	Jan. 11, '12	Class rates between stations Montreal and west thereof to and including Toronto and Sudbury.
Sup. 1 E 2250	Sup. 1 E 1848	Jan. 10, '12	Local switching charges.
Sup. 28 E 2124	Sup. 28 E 1720	Various dates.	Commodities between C. P. stations and from and to connecting lines.
E 2271 Cancels E 2164	E 1870 Cancels E 1760	Feb. 10, '12	Cartage charges.
Sup. 9 E 1373	Sup. 9 E 957	Dec. 26, '11	Class rates to points on connecting lines east of Montreal.
E 2257	E 1855	Feb. 1, '12	Class rates from stations west of Montreal on C. P. and connecting line to stations in Quebec, New Brunswick and Nova Scotia.
E 2260	E 1858	Dec. 23, '11	Pulpwood C. L., from stations in P. Q. to Ottawa.
Sup. 7 E 1714	Sup. 7 E 1301	Dec. 26, '11	Canned goods C. L., stations west of Montreal on C. P. R. and connecting lines to Maritime Province points.
Sup. 11 E 1874	Sup. 11 E 1261	Jan. 22, '12	Class and commodity from C. P. stations and connecting lines to points in Eastern U. S.
Sup. 5 E 1286	Sup. 5 E 868	Jan. 29, '12	Chemicals, paints, etc., Montreal, and Montreal points to stations west of Montreal.
E 2265 Cancels E 1625	E 1863 Cancels E 1212	Feb. 5, '12	Class rates between C. P. stations, also connecting lines and stations on the Canadian Northern (Ottawa Div.)
Sup. 26 E 1538	Sup. 26 E 1123	Jan. 3, '12	Local switching charges at various stations.
Cincinnati, Hamilton & Dayton Railway.			
Sup. 4 266	Sup. 4 5280-D.	Feb. 5, '12	Class and commodity rates, C., H. & D. stations to points in Canada.
Sup. 3 261	Sup. 3 5602	Feb. 5, '12	Commodities, C., H. & D. stations to points in Canada.
Grand Trunk Railway.			
Sup. 8 E 2265	Sup. 8 O.U. 58	Feb. 15, '12	Commodities from Buffalo, Black Rock and Suspension Bridge to stations on G. T. R. in Canada.
Sup. 15 E 1011	Sup. 15 C.I. 25	Jan. 13, '12	Iron commodities from Welland to stations on the G. T. R. and connecting lines.
Sup. 9 E 1124	Sup. 9 J. 2	Feb. 1, '12	Class rates from stations west of Dorval and connecting lines to stations on the Intercolonial Railway.
Sup. 6 E 2049	Sup. 6 C.O. 68	Jan. 26, '12	Petroleum and products, Bothwell, Petrolia, Sarnia, Toronto, Wallaceburg, etc., to G. T. stations and connections.
E 2475 Cancels E 179 1625 1704	J. 6 Cancels G.M. 10 J. 3 J. 4	Feb. 1, '12	Commodities G. T. stations Dorval and west, also points on connecting lines to stations in the Maritime Provinces.
E 2471 Cancels E 80	V. 34	Feb. 1, '12	Classes from stations south of the St. Lawrence to points in New England.
Sup 39 E 150	Sup. 39 G.B.Y. 5	Jan. 8, '12	Iron commodities from points in Ontario to G. T. stations.
Sup. 4 E 524	Sup. 4 C.I. 3	Jan. 8, '12	Metallic shingles, C. L., Oshawa, Toronto, Galt and Preston, to stations on connecting lines on G. T. R.
E 2472 Cancels E 2193	C.Y. 22 Cancels C.M. 14	Dec. 30, '11	Commodities from St. Paul, Dominion, Lachine to Intercolonial stations, also between Intercolonial stations.
E 2476	V. 36	Feb. 1, '12	Class rates, Montreal to Harlem River, N.Y.
E 2477 Cancels E 1707	V. 35 Cancels U. 17	Feb. 1, '12	Classes from stations north and west of St. Lawrence River to points in New England.
Sup. 30 E 2352	Sup. 30 C.Y. 20	Jan. 1, '12	Commodities between G. T. stations, also to and from connecting lines.

C. R. C.	R. R. No.	Effective.	Description.
Michigan Central Railroad.			
Sup. 10 1751	Sup. 10 8764	Feb. 15, '12	Commodities from Buffalo, Black Rock and Suspension Bridge to points in Canada.
Sup. 13 1123	Sup. 13 7314	Feb. 1, '12	Classes from M. C. stations in Canada to points on the C. P. R. and G., P. & H. Railways.
Sup. 6 1414	Sup. 6 7916	Feb. 1, '12	Classes from stations on M. C. R. R. in Canada to stations in Canada.
Sup. 18 1511	Sup. 18 8148	Feb. 1, '12	Class and commodity from M.C., C. W. & L. E. and N., St. C. & T. Ry. to Rochester, Boston, New York, etc.
New York Central & Hudson River Railroad.			
2113 Cancels 1564	A-21200 Cancels A-15505	Feb. 6, '12	Cast iron, C. L. Buffalo and Buffalo points to points or the O. & N. Y. Ry.
2121 Cancels 1283	A-21239 Cancels A-11984	Feb. 6, '12	Paper, wrapping and printing, points in New York State to Montreal and Montreal points.
2104 Cancels 1811	A-21149 Cancels A-18731	Jan. 26, '12	Pig iron, Buffalo, and Buffalo points to Ottawa and Cornwall, $2.80 per gross ton.
2112 Cancels 1243	A-21190 Cancels A-11724	Jan. 31, '12	Soda C. L., Syracuse and Solvay, N.Y., to Toronto, 13c. per 100 lbs.
Pennsylvania Railroad.			
G.O. 391 Cancels G.O. 62	———	Jan. 15, '12	Iron and steel articles from P. R. R. stations to points on the Grand Trunk.
Sup. 3 G.O. 300	———	Feb. 1, '12	Classes from P. R. R. stations to points on G. T. Ry.
G.O. 392 Cancels G.O. 376		Feb. 1, '12	Castings C. L., P. R. R. stations to Bridgeburg, Ont.
Temiskaming & Northern Ontario Railway.			
106 Cancels 104	40 Cancels 38	Jan. 15, '12	Commodities local and to points on G. T. and C. P. railways.
Lehigh Valley Railroad.			
1019 Cancels 252	———	Feb. 5, '12	Classes from L. V. stations to points on the C. P. R.
Western Trunk Line.			
A-113 Cancels A-99	58-C. Cancels 58-D.	Feb. 1, '12	Commodities from Illinois, Iowa, Missouri and Wisconsin to points in Ontario.
Baltimore & Ohio Railroad.			
954	———	Feb. 1, '12	Castings, B. & O. stations to Bridgeburg, Ont.

NEW PATENTS

The following is a list of patents granted by the Canadian Patent Office to Canadians, and furnished by Fetherstonhaugh & Co., 5 Elgin Street, Ottawa, Canada.

137,129, Jno. E. May, Ottawa, Ont. Closet ventilating devices. Jno. E. May, Jos. R. Smith.

137,151, Chas. D. Barber, Port Dalhousie, Ont., and J. J. Culp, St. Catharines, Ont. Curtain poles.

137,153, S. Piche and J. B. Piche, Montreal. Spark arresters.

137,154, H. Allman Lewis and F. G. Price, Cobalt, Ont. Extraction of arsenic from ores containing the same.

137,155, P. F. Crighton and P. D. Hives, Saskatoon, Sask. Bedsprings and means for attaching same to the bedsteads.

137,158, Ed. J. Abbott, Middion Junction, B.C. Stamp affixing and envelope sealing machines.

137,161, Jno. Bingham, Revelstoke, B.C. Gramophone brakes.

137,162, P. Jas. Borbridge, Ottawa, Ont. Moccasins or shoe packs.

137,165, Wm. Ed. Callaway, Trout Mills, Ont. Car stakes.

137,170, Wm. E. Colwell, Kincardine, Ont. Pneumatic hammers for driving nails.

137,178, H. Detchburn, Rosseau, Ont. Locking devices for stove pipes.

137,179, L. M. Dean, Gypsum Mines, Ont. Rowboats.

137,183, S. Thos. Ed. Flower, Stewart, B.C. Can-holding and puncturing devices.

137,196, W. Hunnable, Fernie, B.C. Sash fasteners.

137,204, F. S. Lamson, Washington, D.C. Processes for making concrete dams, walls, bridges, conduits, sewers.

137,210, Geo. Nicot, Montreal, Que. Manufacture of explosive ingredients.

137,211, Geo. Nicot, Montreal, Que. Manufacture of safety explosives.

137,215, S. H. Pocock, St. Catherines, Ont. Water closets.

137,228, Chas. E. Shedrick, Montreal, Que. Electric foot warmers.

137,247, Geo. G. Beeman, Winnipeg, Man. Washing devices. H. B. Smith.

137,248, F. Montague, Toronto, Ont. Curtain poles. F. Montague, H. Wiskett.

137,297, Jos. W. Curran, Vancouver, B.C. Knitted sweater collars.

137,305, Jos. Elliott, Winnipeg, Man. Fly paper holders.

137,310, P. Garant, Woburn, Que. Blade sharpeners for agricultural implements.

137,312, A. E. Gutelius, Montreal, Que. Fasteners for garments and the like.

137,320, Jno. Kincaid, Vancouver, B.C. Water wheel gate rings.

137,328, L. H. Langlais, St. John, Que. Confessional desks.

137,330, Jas. MacDonald, Toronto, Ont. Tie holders.

137,240, A. Jno. McLeod, Moose Jaw, Sask. Grain immersers.

137,348, T. V. Reed, Winnipeg, Man. Fly paper holders.

137,352, W. Rowbotham, Westmount, Que. Carpet sweepers.

137,363, Thos. W. Stoddard, Cobalt, Ont. Dental articulators.

137,365, Wm. H. Thompson, Ottawa, Ont. Tell-tales for bottles and the like.

137,383, Wm. W. Craig, Chatham, N.B. Calculating instruments. W. W. Gray and Geo. Watt.

137,387, Wm. J. Mills, Magnetawan, Ont. Clamping bolts for scythes. John M. Levins.
137,428, Leon Bedard, Quebec, Que. Gas cocks.
137,429, Wm. L. Bennett, Sunderland, Ont. Rotary steam engines.
137,431, Horatio N. Bray, Montreal, Que. Valves.
137,433, Jos. G. Brown, Toronto, Ont. Cocks or faucets.
137,447, Allen W. Girard, La Patrie, Que. Cheese vats.
137,448, Frank I. Gould, New Liskeard, Ont. Bed frames.
137,467, Niels Lang, Vancouver, B.C. Insulating rosettes for electric light fixtures.
137,448, R. Farror Laurence, Victoria, B.C. Wall ventilating apertures.
137,471, Rene J. Lecy, Montreal, Que. The separation of gaseous mixtures into their constituents.
137,478, Thos. W. McDermott, Ottawa, Ont. Station indicators for advertising devices.
137,500, John Laing Weller, St. Catharines, Ont. Devices for spouting concerete, grain and the like.
137,503, Wm. Geo. Glenn, Toronto, Ont. Button for tobacco pipes.
137,812, Chas. A. Roy, Ottawa, Ont. File protectors. A. Geo. Blair.
137,815, Wm. S. Dorman, Brooklyn, B.C., Mansville, Waterbury, Conn. Stopper making machines. R. A. Canfield.
137,827, S. Aikins, Hamilton, Ont. Door knobs, which said patent was numbered 128,460, dated Oct. 4, 1910.
137,828, Jas. Andron and Geo. F. Hickmott, Toronto, Ont. Ash sifters.
137,829, R. L. Gardner & S. S. Holden, Ottawa, Ont. Portable stable tents.
137,841, A. Arsenault, Cabano, Que. Grab hooks.
137,842, S. Ashdown, Vancouver, B.C. Hooks.
137,850, W. P. Cahoe, Toronto, Ont. Methods of producing a glucose-like product from cellolose and ligneous materials.
137,861, Chas. B. Eltrich, Camrose, Alta. Clothes washers.
137,868, H. Ed. Gidley, Penetanguishene, Ont. Traces for harnesses.
137,878, O. Hough, Camrose, Alta. Ploughs.
137,879, F. Geo. Hunt, Elora, Ont. Disc harrows.
137,880, A. G. Hunter, Ashcroft, B.C. Churns.
137,885, Jos. W. Lucas, Aroostook Jct., N.B. Lantern handles.
137,888, A. Jos. McDonald, Amherst, N.S. Barrels.
137,891, T. A. Murray, Toronto, Ont. Sewage sedimentation tanks.
137,898, Jos. A. Ray, Three Rivers, Que. Stove lids.
137,900, Jos. Samuels, Toronto, Ont. Cinder sifters.
137,908, H. E. Wade, Montreal, Que. Self-couplers for fluid train lines.

FACTORY EXTENSION.

The Brown-Boggs Company, Limited, of Hamilton, Ont., manufacturers of tinsmith and canning machinery, is contemplating an extensive enlargement of its plant, and for that purpose is negotiating for the purchase of six acres of land in the eastern part of the city, on the line of the G. T. and T. H. and B. railways.

The company is at present located at the corner of King William Street and Victoria Avenue, and if present plans go through will move from that section of the city as soon as the east-end plant is erected. The capital of the concern will be increased to $500,000, and it is the intention to install an up-to-date plant and pay more attention to the manufacturing of larger tools, presses, shears, etc.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.

192. **Beans.**—A Boston, England, firm wish to purchase beans.

193. **Black Carriage Bolts and Nuts.**—A South African firm of wholesale hardware merchants desire to be placed in communication with manufacturers and exporters of black carriage bolts and nuts, to be English Whitworth Thread, Cup Sqr. Sqr. Sizes required:—¼-inch diameter up to 6 inches long; 5/16-inch diameter up to 6 inches long; ⅜-inch diameter up to 12 inches long; ½-inch diameter up to 24 inches long; ⅝-inch diameter up to 24 inches long; ¾-inch diameter up to 24 inches long.

194. **Canned Meats and Vegetables.**—A South American firm wish to communicate with Canadian exporters of canned meats and vegetables.

195. **Dried Fish.**—A Scotch firm wish to negotiate with curers of Canadian fish. With a view to purchasing cod and haddocks and other kinds of dried fish.

196. **Engravings.**—A London correspondent desires to get in touch with Canadian wholesale picture dealers open to take up the sale of engravings.

197. **Fishery Salt.**—A list of names is desired, showing the Canadian importers of fishery salt.

198. **Handles.**—A South African firm wish to receive catalogues and price lists from manufacturers and exporters of pick, shovel, hammer and ax handles.

199. **Hardware Goods Generally.**—A South African firm wish to receive catalogues and price lists from Canadian manufacturers and exporters of axes and hatchets, braces, carpenters' edge tools and hardware goods generally.

200. **Hay.**—A London firm invites quotations for lots of not less than 100 tons of Canadian hay.

201. **Hay.**—A London firm wishes to buy large quantities of hay.

202. **Kitchen Utensils and Household Articles.**—An Amsterdam firm of importers of kitchen utensils and household articles wish to communicate with Canadian manufacturers of choppers, freezers, washing machines, clothespins, washboards, stoves, tiles, galvanized buckets, bath tubs, etc. Prices should be quoted c.i.f. Amsterdam.

203. **Lard.**—A South American firm wish to receive quotations from Canadian exporters of lard.

204. **Lawn Mowers.**—A South African firm wish to receive catalogues and price lists from Canadian manufacturers of lawn mowers.

205. **Logs, Lumber, Etc.**—A French importer of logs, lumber, staves, shuttles, blocks and flooring would like to receive catalogues from Canadian firms who manufacture machinery used for making barrels, boxes, and handles, bending lumber for making arch wood and shaft.

206. **Machinery.**—A London firm wish to negotiate with Canadian manufacturers of machinery or building materials requiring representation in Great Britain.

207. **Maple Dowels.**—The Department of Trade and Commerce will supply specifications for maple dowels upon application. A London firm wish to contract with a Canadian manufacturer for monthly supplies of maple dowels, upon specification.

208. **Nickel.**—An Australian firm wish the name of Canadian exporters of nickel.

209. **Office Furniture.**—A Buenos Ayres firm wish to get in touch with Canadian manufacturers of office furniture.

210. **Paints, Varnishes and Oils.**—A South American firm would like to receive quotations from Canadian exporters of these articles.

211. **Papier Mache.**—An Amsterdam firm wish to receive quotations, c.i.f. Amsterdam, on papier mache.

212. **Potatoes.**—A London potato merchant wishes to communicate with Canadian exporters of potatoes.

213. **Resin.**—A South American firm wish to receive communications from Canadian exporters of resin.

214. **Slotted Whitewood Handles.**—A Liverpool manufacturing company wish to buy slotted whitewood handles, cut to specifications, and invite quotations from Canadian manufacturers.

215. **Structural Steel.**—A firm of engineers at Buenos Ayres wish to get in touch with Canadian manufacturers of structural steel.

216. **Talc.**—Two South American firms would like to open negotiations with Canadian exporters of talc.

217. **Timber.**—A firm of contractors in Montevideo, Uruguay, wish to be placed in touch with Canadian exporters of timber for building purposes, including doors and windows, with their frames, flooring and ceilings, rafters, beams, etc., of spruce.

218. **Turned Wooden Pill Boxes.**—An English firm are in the market for turned wooden pill boxes, and will be glad to receive quotations from Canadian manufacturers.

219. **Walnut Wood.**—A Birmingham merchant wishes to import Canadian walnut wood.

220. **Wheelbarrows.**—A South African firm wish to receive catalogues and price lists from Canadian manufacturers and exporters of wheelbarrows, steel pan and Lewis steel wheels.

221. **Wood Turners.**—A Manchester firm wish to receive catalogues and price lists from Canadian woodturners of various articles.

222. **Woven-Wire Fencing.**—An English firm wish to get in touch with Canadian manufacturers of woven-wire fencing.

223. **Woven-Wire Fencing.**—A firm of engineers in Buenos Ayres wish to be placed in touch with Canadian manufacturers of woven-wire fencing.

AGENCIES.

1. A Belgian manufacturer wishes to appoint an agent in Canada for the sale of demijohns.

2. A Lancashire firm, manufacturing belting, belt fasteners and other accessories, wish to appoint a Canadian resident agent.

3. A London firm, manufacturing table glass, would like to communicate with a resident Canadian agent who possesses a connection among buyers of this class of material.

4. A Lancashire firm, dealing in oakum, marine glue, tow, cordage, and naval stores, belting and felt, wish to arrange for the sale of these goods in Canada.

5. A Bridgenorth firm wishes to represent some Canadian manufacturers of agricultural implements.

6. A London grocery firm is enquiring for Canadian representatives.

7. A Birmingham manufacturer of art metal wishes to communicate with an agent in Eastern Canada.

8. A London brewery firm is enquiring for a buying agent in Toronto.

9. A Manchester firm wishes to communicate with a well-established and responsible engineering firm, with a view of appointing them agents for the sale of smokeless and gritless automatic coking stokers.

10. A Swiss firm wishes to appoint a Canadian agent for the sale of specialties in weaving machines, sticking machines, and water turbines, etc.

11. A manufacturer of safety lamps in Belgium desires a Canadian agent for pocket steels, safety lamps, electric lamplighters, etc.

12. A young Canadian business man, who will shortly take up his residence in the city of Edmonton, wishes to act as resident agent for manufacturing firms.

WILL MANUFACTURE FLY SCREEN CLOTH.

The Canada Wire and Iron Goods Co., of Hamilton, Ont., have let contracts for a large addition to their premises.

The additional floor space is for the purpose of providing accommodation for the manufacture of fly screen cloth. The company will have their looms (which are at present under construction) operating by the 1st of July, placing them in a position to take care of business for the season of 1913.

MACHINERY FOR INDIA.

The movement towards manufactures and the use of machinery in India has become unmistakable; and India is now the largest single purchaser of machinery from England.—*Indian Trade Journal.*

CATALOGUES.

A neat illustrated booklet has been issued by the Boeckh Bros. Company, Ltd., Toronto, showing samples of brushes manufactured by the firm.

Darling Bros., Ltd., Montreal, have issued a new catalogue of their steam specialties.

The Canadian General Electric Company, Ltd., Toronto, have sent out a folder describing guards on sockets.

The Positive Clutch and Pulley Works, Ltd., Toronto, have issued a most complete catalogue giving detailed descriptions of their products, with instructions for their use.

The National Fire Proofing Company of Canada, Ltd., Toronto, have issued a handsome catalogue containing much valuable information on building materials.

THE ATKINS PIONEERS.

The employees who have been associated with E. C. Atkins & Company for twenty years held their third annual banquet on January 27th. The Association includes 122 of the 176 men who were on the Company's pay-roll in 1886.

PARTIAL EMPLOYMENT WANTED.

Experienced salesman, thoroughly acquainted in the Maritime Provinces, is open for engagement between September 15th and June 1st, yearly. A commission arrangement will be considered. Address "Maritime," c/o "Industrial Canada," Traders Bank Building, Toronto.



Suspense

Toronto World

AMONG THE INDUSTRIES

Dr. O. M. Jones is erecting an office building at Victoria, B.C.

Mr. Vernon King will establish a cabinet factory at Victoria, B.C.

The E. B. Eddy Company, Hull, Que., propose to enlarge their plant.

C. O. Clark, and Bros., Montreal, are planning to extend their brass foundry.

The Bulman Lumber Company will rebuild their plant at Cowichan, B.C.

The Canadian Sirocco Company are building a blower factory at Windsor, Ont.

Ingleby, Fitness & Taylor, of Brantford, are building a planing mill costing $3,000.

The Commercial Box and Envelope Co., Ltd., are building a factory at Kingston, Ont.

The Imperial Wire and Cable Co., Montreal, intend to build a factory near Lachine.

The Merchants' Bank of Canada will erect a branch building at Lethbridge, Alta.

The D. S. Perrin & Co., Ltd., will erect a six-storey plant, costing $250,000, at London, Ont.

J. H. R. Molson & Bros., Montreal, are building a stable which will accommodate 135 horses.

The McKinnon Company are building a departmental store, costing $100,000, at Weyburn, Sask.

Messrs. C. Hayward and F. S. Barnard are building a hotel, costing $100,000, at Victoria, B.C.

The Siemon Company, Toronto, are contemplating the erection of a saw mill at Lakefield, Ont.

One hundred and nine manufacturing concerns have been started in Winnipeg during the last four years.

The Harriston Casket Company propose to build an addition to their casket factory at Harriston, Ont.

Falmouth Farmers, Ltd., plan to erect a barrel factory and warehouse next summer at Falmouth Station, N.S.

Finnie & Murray, Winnipeg, Man., wholesale men's furnishings, are contemplating the erection of a new five-storey factory costing $150,000.

The Starin Company, manufacturers of trunks, have established a factory at the corner of Eighth Avenue and Glen Drive, Vancouver, B.C.

Tenders will be called immediately for an addition to the Home Life Office Building, Toronto. The proposed addition will cost $20,000.

It is stated that the O'Gorman Carriage Works will rebuild their factory at Preston, Ont.

A 2,000 acre site has been secured on the Fraser River, B.C., for a steel plant to cost $200,000.

The Jenckes Manufacturing Company, Sherbrooke, Que., are doubling the capacity of their shops.

W. P. Downey, Montreal, manufacturer of baker's supplies, will erect a factory in that city next spring.

The Hamilton Brewing Association, Hamilton, Ont., will erect a warehouse in Toronto, at a cost of $10,000.

Ludger Bachand, 205 St. Paul Street, Montreal, is excavating for stores and residence, to cost $12,000.

The Dunlop Tire and Rubber Goods Co., Toronto, will erect an addition to their factory in Toronto at a cost of $18,500.

R. S. Williams & Son, Toronto, will build a ten-storey office building in that city. Work will commence as soon as possible.

The Brown Smith Turning Co., Broadbent, Ont., have leased factory premises in Parry Sound, and will operate there.

The plant to be erected by the Superior Pulp and Paper Company at Sault Ste. Marie will require an investment of $4,000,000.

The Aluminum and Crown Stopper Co., Toronto, will build a six-story warehouse in connection with their factory in that city.

D. A. Gordon, of the Dominion Sugar Company, has announced that his company will erect a new beet sugar factory in Chatham, Ont.

P. M. Block, Portland, Maine, is negotiating for the purchase of a site in St. John, N.B., for a factory for the manufacture of explosives.

Caron Bros., Montreal, will build another office and manufacturing building next year, similar to that recently erected on Bleury Street.

The Enterprise Glass Company have applied for permit for the erection of a large glassware manufactory in the East end of Montreal.

The W. H. Nelems Construction Company, Inns-of-Court House, Vancouver, B.C., will erect a $20,000 office building in Chilliwack, B.C.

Tenders will be called shortly for a flour storage building, costing $5,000, by the Dominion Flour Mills, Limited, St. Ambroise Street, Montreal.

The Brockville Atlas Motor Co., in which T. J. Storey, of the Canada Carriage Co., is interested, have plans prepared for a factory in Brockville.

A company has been formed to manufacture school and office furniture in Port Arthur. A by-law will be submitted granting certain privileges.

Plans are being prepared to build a cream separator factory, costing $35,000, in Hamilton, Ont., by the Magnet Cream Separator Company.

The Enterprise Glass Company, also a new corporation, has applied for a permit to build a glassware factory in Longue Pointe Ward, Montreal.

The proposed expansion of the Dominion Canners, Ltd., Hamilton, will cost $500,000. A jam and pickle factory, costing $100,000 is planned for Hamilton.

The British Canada Agricultural Tractors, Ltd., are contemplating the location of a large factory, to manufacture agricultural machinery, at Calgary, Alta.

The Royal Guardian building, Sherbrooke Street, Montreal, which was recently sold to unnamed capitalists for $120,000, will be remodelled for business purposes.

The International Tobacco Co., Ltd., capitalized at $150,000, has just opened a factory on Craig Street, Montreal. They are manufacturing self-lighting cigarettes.

The New York Ladies' Tailoring Company have established a factory and office at 365 Water Street, Vancouver, B.C., for the manufacture of ladies' suits and dresses.

The American Abell Company, Toronto, has been absorbed by the M. Rumley Company, Laporte, Ind. The plant will be enlarged so as to double the present output.

Plans have been prepared for the $2,000,000 shops for the Grand Trunk Pacific at Cap Rouge, P.Q. It is understood that work will commence on construction in the near future.

Messrs. Boulter, Waugh & Co., Ltd., Montreal, have purchased the business and undertakings of Messrs. Swift, Copland & Co., Ltd., of the same city. The former company will be dissolved.

British Canadian Canners, Limited, has been incorporated at Ottawa, with a capital stock of $1,000,000, the chief place of business to be in Montreal. This firm will manufacture canned goods, jams, etc.

The Parisian Shoe Company has been formed to take over the business carried on by Messrs. Poliquin & Gagnon as manufacturers of boots and shoes. Both of the partners of the old firm will be connected with the new company.

The firm of J. B. Blouin, Limited, has been formed at Quebec, to take over the business of Messrs. J. B. Blouin & Fils, shoe manufacturers, of Levis, Que. The capital of the company is $100,000, and its chief place of business will be at Notre Dame de la Victoire, Que.

A merger has been formed consisting of the Tudhope Knox Co., of Orillia, the Perrin Plow and Stove Co., of Smith's Falls, and the Tudhope, Anderson Co., of Winnipeg. The new company have bought the West Lorne Wagon Company. Considerable enlargements of the plants will follow.

Plans are under way in Montreal for the formation of a company to be known as the Canada Metal Products Company, which will erect a large plant on the Lachine Canal for the manufacture of metal windows, frames, doors, etc. Several well known manufacturers are interested in this new enterprise.

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COMMENT OF THE MONTH.

The Tariff Commission Bill.

EXCEPT for the scattered pot-shots of a few light-hearted and long-winded political sharpshooters, the Tariff Commission Bill seems to be passing unmolested and unscathed through Parliament. The real struggle is for the honor of originating it. Canadians of all parties and classes want the bill passed. They recognize that the commission of the Commissioners really is to seek information. It is difficult to oppose the bill without standing in the path of progress, an unpopular occupation for politicians. No man wishes to have the appearance of sitting in the national window and barring entrance to the light of knowledge. To the lay mind, the Canadian Customs Tariff is a sickening mystery, apparently made up of the blunders of dead and living statesmen. To those familiar with it, the Canadian Customs Tariff is fairly reasonable, fairly equitable, and fairly well adapted to the commercial needs of the country. It is not so good, however, that it needs no improvement. The duty on some articles may be too high; on others it may be too low. The Commissioners will study the forces and conditions which make the tariff. Their expert knowledge and carefully collected statistics will prevent the hapless introduction of dislocating changes by amiable old gentlemen in the Cabinet who know less about tariff than politics, and little about either. The Commission should be the balance wheel of the tariff devising machine, and not the whole machine, because there are not enough brains in three men's heads to deal, unaided, with so great a problem. The duties of the Commission are stated in the bill as follows:

"1. In respect of goods produced in or imported into Canada the Commission shall, under the direction of the Minister of Finance, make inquiry as to—

(*a*) the price and cost of raw materials in Canada and elsewhere, and the cost of transportation thereof from the place of production to the place of use or consumption;
(*b*) the cost of production in Canada and elsewhere;
(*c*) the cost of transportation from the place of production to the place of use or consumption, whether in Canada or elsewhere;
(*d*) the cost, efficiency and conditions of labor in Canada and elsewhere;
(*e*) the prices received by producers, manufacturers, wholesale dealers, retailers and other distributors in Canada and elsewhere;
(*f*) all conditions and factors which affect or enter into the cost of production and the price to the consumers in Canada;
(*g*) generally, all the conditions affecting production, manufacture, cost and price in Canada as compared with other countries,

and report to the Minister.

"2. The Commission shall make inquiry into any other matter, upon which the Minister desires information, in relation to any goods which, if brought into Canada or produced in Canada, are subject to or exempt from duties of customs, and shall report to the Minister.

"3. The Commission may be empowered by the Gov-

ernor in Council to hold an inquiry under section 12 of *The Customs Tariff, 1907*, in the same manner as the judge of the Exchequer Court or any other judge therein referred to may be so empowered, and the said section shall include and apply to the Commission as if it were therein expressly named.

"4. It shall also be the duty of the Commission to inquire into any other matter or thing in relation to the trade or commerce of Canada which the Governor in Council sees fit to refer to the Commission for inquiry and report.

"5. Inquiries under this section shall be conducted in a summary manner, and the respective reports to be made pursuant to its provisions, accompanied by a copy of the evidence, if any, taken in connection with the inquiry, shall succinctly state the results thereof."

The Commissioners can summon witnesses and compel them to give evidence, which, however, may remain private if its publication would injure the business of the witnesses. Thus the tariff is not taken out of politics. The Commissioners are not to be law-makers. They are to be the expert and confidential advisers of the Minister of Finance.

Haman's Gallows.

FREE-TRADERS periodically accuse Protectionists of attempting to raise the tariff "as high as Haman's gallows." In justice to economic disputants this gallows should be produced as an exhibit. Representatives of both sides should be present when its exact height is ascertained. With definite statistics at hand, the accuracy of future repetitions of this Free-trade charge could be determined. Although Biblical historians state that the gallows was lofty, it might be discovered that it was not out of proportion to Haman, who may have been a tall, long-necked man, living among tall, long-necked compatriots. On the other hand, Haman may have been unduly suspended by Lilliputian enthusiasts from a gooseberry bush, in which case Protectionists could refer to his gallows as a simile for low tariff. Haman suffered enough to be spared the humiliation of having his private gallows used as a perpetual but shadowy illustration for a Free-trade argument.

"Ltd."

LEGAL recognition has been given to "Ltd.", the abbreviation of "Limited," in England by the recent judgment of Mr. Justice Scrutton, of the King's Bench Division, in the case of F. Stacey & Company, Limited, *vs.* Wallis and others. The plaintiffs, who were manufacturers, sought to recover a sum of money from the defendants, as acceptors of a dishonored bill of exchange. The defendants were the directors and secretary of a company called J. & T. H. Wallis, Limited. The claim against the defendants was based on their alleged personal liability, the acceptance of the bills having purported to be in the name of the company, with the abbreviation "Ltd." after its name. It was argued that this was against the spirit of sections 63 and 77 of the Companies Act, 1908, which renders liable any officer of a limited liability company who signs any bill of exchange wherein its name is not mentioned in legible characters. Mr. Justice Scrutton held that the abbreviation "Ltd." was used so much that every commercial man of intelligence knew that it meant "Limited." Judgment, with costs, was entered for the defendants. This decision by an eminent English judge is of interest to Canadian manufacturers. In Quebec, for example, courts almost invariably rule against the use of the abbreviation. Section 114 of the Companies Act states: "Every company which does not keep painted or affixed its name, with the word *limited* after it, in the manner directed by this Part shall incur a penalty of twenty dollars for every day during which such name is not so kept or affixed, and every director and manager of the company, who knowingly and wilfully authorizes or permits such default shall be liable to the like penalty." Section 115 of the same Act reads:

"Every director, manager or officer of the company, and every person on its behalf, who uses or authorizes the use of any seal purporting to be a seal of the company, whereon its name, with the word limited after it, is not engraven in legible characters; or,

"(*a*) issues, or authorizes the issue of any notice, advertisement or other official publication of such company; or,

"(*b*) signs or authorizes to be signed on behalf of such company, any bill of exchange, promissory note, endorsement, cheque, order for money or goods; or,

"(*c*) issues or authorizes to be issued any bill of parcels, invoice or receipt of the Company;

wherein its name, with the said word after it, is not mentioned in legible characters, shall incur a penalty of two hundred dollars, and shall also be personally liable to the holder of any such bill of exchange, promissory note, cheque, or order for money or goods, for the amount thereof, unless the same is duly paid by the company."

If Mr. Justice Scrutton were sitting on the Canadian Bench he would not give judgment against a man because he used "Ltd." instead of "Limited." He used common sense in interpreting a statute. Canadian manufacturers, particularly those in the City of Montreal, are harassed from time to time by prosecutions and threats of prosecutions under Sections 114 and 115 of the Companies Act. No defence is made of manufacturers who, by negligence or deliberate intent, offend against the letter and spirit of the Act, but protection is needed against persecution and blackmail. The Executive Committee of the Montreal branch of the Association sought relief last December, when it passed the following resolution:

"That the attention of the Honorable the Secretary of State be drawn to this state of affairs with the suggestion that a section to the following or similar effect be introduced by way of amendment to the Companies Act:

"The penalties imposed by this Act shall be recoverable only by action at the suit of or brought with the written consent of the Secretary of State, and any action or pro-

ceeding to recover any such penalty shall be commenced within six months after the liability for such penalty has been incurred, and not afterwards."

What is also needed is a Mr. Justice Scrutton, who will put to flight all those who wish to take advantage of the technicalities of the Act.

Seeking Trade with France.

IT has been stated recently that France offers a good market to Canadian manufacturers of agricultural machines and tools of various kinds, because the articles of this nature used in France are below the standard of those produced in this country. In agricultural machinery Canada has to compete principally with the United States, which enjoys the same tariff, $1.05 per hundred pounds on machines weighing 400 kilogs or more, and $1.32 on all other machines. France imported agricultural machinery in 1910 as follows: from the United States, to the value of 29,088,020 francs; from Great Britain, 4,945,850 francs; from Canada, 4,750,590 francs; and from Germany, 4,677,660 francs.

The general French tariff is $1.32 and $2.02, respectively. In the sale of tools Germany monopolizes the French market. German imported tools in 1910 were valued at 1,644,860 francs, while the total value of all the tools brought into France that year was only 2,686,250 f. The United States sold France 438,940 francs' worth of tools and Great Britain stood third on the selling list, with a total of 378,210 francs. Canada has no tariff advantage over the United States with France in the tool trade, and will have to fight vigorously for that part of the French market which is not controlled by Germany.

The Toll of Railroads.

THE inner meaning which may attach to that sinister phrase, "cost of operation," is well illustrated in the report of the Sutherland Commission, in reference to railway employers' liability and railway workmen's compensation, which has just been presented to the United States Congress. It states that, during 1908, 1909 and 1910 the railways of the United States caused the death of 12,000 workers.

"The total cost paid for those deaths," says the report, "was fourteen and one-half million dollars, that amount being paid in settlements and judgments alone. Looked at from the standpoint of the employees, the commission's actual figures show that the compensation paid for each death averaged $1,221 to the families of the deceased employees, but this amount was necessarily reduced by attorneys' charges and by other expenses incurred in obtaining it.

"Again, it would appear that 200 employees lost both feet, 18 lost both hands, 14 were rendered totally blind, 54 lost one foot and one hand, while 272 were totally disabled for life by other injuries, and that for these accidents a sum of over two and one-third million dollars was paid. Looked at from the standpoint of the employee permanently and totally disabled, the amount paid on the average for each one was $4,238, which amount again was largely reduced by the expense incurred in obtaining it.

"Other injuries of a permanent nature were received by over 5,000 men, 962 losing one hand, 1,786 losing one foot, 780 losing one eye, and 1,756 losing other parts of the body, for which accidents a sum of upward of seven and one-half million dollars was paid. The actual figures show, when these are again looked at from the standpoint of the employee, that the average amount paid out for each such permanent partial disability was $1,403, less the amount of attorneys' charges and other expenses.

"In addition, temporary injuries causing disablement for a period of longer than two weeks were received by nearly 160,000 employees, to whom the sum of over eleven and one-half million dollars was paid, but each injured man received only $73, less the cost of obtaining it.

"Approaching the subject from another point of view, namely, that of economic loss to the country by the destruction of these lives and earning capacity, the figures would show the tremendous total of 161,654,000 dollars.

"As nearly as can be estimated, from the completed figures submitted to the commission, the combined railroad companies of the country are paying out approximately to their employees for accidents in settlements and judgments the aggregate sum of $10,085,000 per annum; and as nearly as can be estimated they will be compelled to pay under the proposed law approximately from twelve to thirteen millions of dollars, an increase of 25 per cent. On account of the method of payment it will probably amount to $15,000,000 per annum."

The proposed law, to which reference is made in the last paragraph, is described in this issue.

The Ghostly Vision.

WHEN the Tariff Commission bill was being given its preliminary readings in the House of Commons a spiritualistic member claimed that he divined the spectre of the Canadian Manufacturers Association standing behind the Minister of Finance. His attempts to exorcise it diverted the House. There is nothing spectral about the Association. It is a tangible, concrete and carefully organized body, fleshed and clothed and in its right mind. Its legislative wants are made known openly through its Parliamentary Committee. No one denies that the Association is interested in the creation of the Tariff Commission. So is the farmer, the tradesman and the consumer. Where were their spectres on the fatal day when the honorable member was afflicted with second sight? If any spectres were visible, they were probably those of the multitude of dead reformers who cried in vain for this long-sought, admirable and necessary legislation.

The Ross Rifle.

IT is rumored that the Ross rifle will be excluded from Bisley. The reason given is that the efficiency of the Canadian weapon, well illustrated by the victories of re-

cent years, discourages competition and thus threatens the financial success of the meets. Conceptions of British fair play will suffer if there is foundation for the rumor. The managers of Bisley should make no exclusive regulations. The manufacturers of Britain and her colonies, other than Canada, should make better rifles. Beat the Ross rifle in the factory by the aid of science. Beat the Ross rifle on the ranges where the bull's-eye looms up before the marksman's eye like a shifting pin point. Don't beat the Ross rifle in the committee room. Out-shoot Canada. Don't outvote her.

Chasing the Will o' the Wisp.

AN investigation of the food supply of the United States, with special reference to the high cost of living, is in progress under the direction of Charles P. Neil, Commissioner of Labor. The preparations for the enquiry indicate that it will be conducted on a gigantic scale. Experts will visit fields, factories and stores in an attempt to trace each article of consumption to its source. Then the experts will retrace their steps from the original producer to the ultimate consumer, taking note of the stages where increases are most apparent. The results of this experiment, if it is performed scientifically, may be unexpectedly illuminating. The popular tendency is to saddle all blame for the increased cost of living upon the manufacturers. It is fairly safe to prophesy that, when the definite causes are ascertained, if it is possible to ascertain them, the blame will be more justly distributed. Increase in wages, shortening the hours of labor, scarcity of raw material, the elimination of competition among skilled workmen by the unions, will probably monopolize so much of the popular resentment that the manufacturer will emerge from the *melee* with the halo of public vindication hovering close to his storm-beaten head. Why not have a special investigation in Canada?

The Safe Policy.

CANADIANS will be wise if they proceed steadily and steadfastly with their now well proved policy of building up under reasonable protective duties series upon series of complementary interdependent and mutually supporting industries providing secure and profitable employment for all classes of the community.

In the above words the Toronto *News* re-clothes, in concise and admirable language, the theory of economics which has inspired Canada's statesmen, and stimulated her people since it was established as the National Policy of our country.

The Towns of New Ontario.

IN 1905, the number of passengers ticketed from Cobalt was 9,056; in 1910, it was 143,367. That is, the passenger traffic increased sixteen-fold during five years. Since 1904, the shipments of silver ore from the vicinity of this place have amounted in value to $47,340,886. Then it was a village of tents. Now it is a city of banks, office buildings, stores and operated mines. Kelso came into existence in 1910. During the last five months of that year 23,996 tons of freight passed through it on the way to Porcupine. Last summer Cochrane and Porcupine disappeared temporarily from the face of the earth, but before the ashes of the conflagration were cold new buildings were rising. Alderman Pelangio, of Cochrane, establishing a record by having his store completed within twenty-four hours. These instances illustrate the spirit and development of urban New Ontario. Manufacturers have not been slow to read the future of this great country. The commercial traveller, once as rare as the Great Auk beyond North Bay, is in every Pullman coach and abroad on every street. He wears a cheerful countenance, for the day of prosperity is his, and business is booming in these growing communities. An excellent Christmas and New Year season was reported by wholesale houses, which was pleasant news for manufacturers. It is difficult to shake the optimism of the veteran prospectors, who declare that the finding of mineral is only in the beginning. If their prophecies are fulfilled, it means a crop of new towns during the next ten years, and a consequent increase in Northern Ontario business.

"Agriculturists or Ice-Cutters."

"I AM more than ever convinced of the absolute futility of the idea that Canada could possibly build up prosperous manufactures without a tariff. It looks to me as though all Canadians would have to be agriculturists or ice-cutters. Chicago, alone, can manufacture everything that Canada can find money to buy."

The above remarks were made the other day by a prominent English business man during a brief visit in Chicago after a trip through Canada. Is this the Arcadia of Free Traders? Farming in summer. Ice-cutting in winter.

New Canadian Chamber of Commerce.

A CANADIAN Chamber of Commerce, having as its temporary address, Royal Colonial Institute, Northumberland Avenue, London, W.C., has been formed by Anglo-Canadian men of affairs and business firms. The aims and objects of this institution may be summarized briefly as follows:

1. To collect and disseminate information regarding Canadian securities, investments, commercial, industrial and financial undertakings.

2. To promote, within reasonable limits, the flow of British capital into such investments and undertakings.

3. To put before British manufacturers, traders and capitalists information respecting the opportunities that exist in Canada for the establishment of primary industries, and in particular for establishing branch factories.

4. To promote a mutual exchange of trade between the United Kingdom and Canada.

5. To promote, support or oppose legislative or other

measures, either in the United Kingdom or Canada, affecting the aforesaid interests.

6. To undertake by arbitration the settlement of disputes arising out of Anglo-Canadian trade, commerce, shipping or manufacture, as is now done by other Chambers of Commerce in Great Britain.

7. To establish an office which shall form a centre from which Canadian visitors in London may obtain information respecting the British market for Canadian goods, and other matters affecting their interests.

8. To do all such other things as may be conducive to the extension of trade, commerce, shipping or manufacture between the United Kingdom and Canada, or incidental to the attainment of the above objects.

The Union Jacobins.

IT seems that the reign of terror established by certain branches of the labor unions in the United States is drawing to a close. The McNamaras, at first given notoriety as the Robespierres of the dynamiting conspiracy, have been dwarfed into insignificant though villainous subordinates of the chief assassin. Arrests of many prominent officials implicate the whole union fabric. The history of the great political secret societies seems to have been repeated by the greater modern commercial secret societies. Frightful monsters emerged from the former. Frightful monsters are emerging from the latter. Who was the presiding evil genius of the dynamiters? Who sat with a map of the United States before him and placed the mark of a skull at various points on its surface? Who issued the death sentence? Who was the keeper of the ghastly books where the names of the dead and the doomed were listed? The octopus had a head. Can the courts find and remove it?

A Business Opportunity.

RUSSIA will not recognize passports issued to Russian Jews who have been naturalized in the United States. Consequently, business relations between the two countries are slightly strained, and American exporters are finding difficulty in securing Russian orders. Russia is in the market at present for various articles exported by Canadians, especially agricultural machinery.

Taxation in British Columbia.

THE Royal Commission appointed to investigate the methods and principles governing taxation in British Columbia has made its report. This report, a pamphlet of thirty-eight pages, and the evidence, five hundred pages, will be printed for general distribution, and no doubt will create considerable interest among legislators and economists. The outstanding recommendations in the report are:

The abolition of the poll tax.

The abolition of the personal property tax.

The abolition of the tax on improvements.

An increase in the exemption of the income tax exemption from $1,000 to $1,500, with an additional income of $200 for every child under the age of 18, and a special additional exemption of $1,500 from the income derived from agriculture.

Increased taxation upon certain larger incomes.

Abolition of exemptions from incomes in excess of $11,500.

A super-tax upon incomes above $50,000.

Increased taxation upon banks.

Increased succession duties on large estates.

Reduction of tax on coke.

A general re-assessment with the view of creating an equitable valuation of land and incomes, so that it may be found possible to reduce the rate of taxation.

The Government Favors Parcel Post.

THE recent action of Parliament in adopting a resolution, with scarcely a dissenting comment from either Government or Opposition, declaring that "this House is of the opinion that the expansion and extension of the parcel post system would be in the public interest," has created general satisfaction throughout Canada. The Post Office is at present getting the lean of the parcel carrying business and the express companies are getting the fat. Parcel post has proved a success in Europe, Australia and New Zealand. The statement was made in Parliament that the extension of the system in Canada would cut the express rates in two.

Rural New Ontario.

RURAL New Ontario is beginning to need the attention of the manufacturer. Few people realized the agricultural possibilities of that country until the discovery of "The Clay Belt," a tract of arable land 20,000,000 acres in extent, and suited to the production of all staple farm commodities. Crops of timothy, wheat, oats and barley are up to the average of those in Old Ontario, and root yields usually surpass those of the older section of the Province. The fertility of the soil is astonishing. This is evident from the abundance of clover, which is found everywhere in great luxuriance, giving promise of great development in stock breeding. The fact that New Ontario is suited for mixed farming is of interest to manufacturers. When the towns grow into manufacturing cities they will be able to draw on adjacent farms to feed their factory employees, which should lower the cost of production. Again, this rich farming country must be supplied with agricultural implements, dairy machinery, waggons, carriages, pianos, household furnishings and clothing. Twenty-five years from now the Northern Ontario trade will be among the richest prizes in the field of Canadian commerce. At present, it is being eagerly sought and every train carries its load of binders, mowers, ploughs, furniture, etc., for the towns and flag stations, showing that enterprising farmers are crowding eagerly northward to secure the choice portions of the great "Clay Belt."

EXECUTIVE COUNCIL PROCEEDINGS

The Success of the Montreal Branch in Securing Important Legislation from the Quebec Government Pleases Council. Increase in Membership Fees is Meeting with Unanimous Approval. Workmen's Compensation Progressing.

THE February meeting of the Executive Council, held as usual in the Board of Trade, Toronto, was attended by nearly forty, including members from Montreal to Windsor.

Financial.

The Treasurer's statement for January showed receipts of $6,688, disbursements of $5,020, and a balance at the bank, January 31st, of $11,634. The revenue statement for the six months ending January showed a surplus of $3,100, which, however, would have been converted into a deficit of over $1,500 but for the splendid showing made by INDUSTRIAL CANADA.

A salary increase of $300 was voted the Montreal Secretary, and authority was given the General Secretary to add to the staff a clerk who could translate French, in addition to performing other duties that might be assigned him.

Dealing with the increase in fees, the Committee reported that the new schedule had been very favorably received, the loss of membership resulting therefrom being less than two per cent. A computation, based on the extra fees payable from the first hundred members who had replied to the circular, showed that the average increase would be between $5 and $6 per member. This would seem to justify the calculations of the Council, who, it will be recalled, predicted that the new schedule would provide the Association with an extra revenue of $14,000.

Transportation.

As the result of a conference between shippers and railway representatives, held in the Association offices early last month, the railways have announced their willingness to continue to make an allowance for dunnage used in connection with shipments of agricultural implements, machinery, stoves and vehicles, as well as for accumulations of snow and ice upon shipments of lumber. Further conferences have been arranged for, and the matter is in a fair way to be amicably settled without the intervention of the Railway Commission.

The proposed regulations for the transportation of so-called "dangerous" articles, other than explosives, are still under consideration. At the special request of the railways, the Association will arrange for a conference between a representative of the American Railway Association, who has authority to speak for the Canadian railways in this matter, and the manufacturers of the articles that would fall in this category, with a view to seeing if an agreement can be reached.

The decision of the railways to do away with certain portions of their heated car service brought forth a storm of protests from interested shippers, and, as a result of the hearing in Ottawa on January 4th, the Board has ordered the railways to reinstate the service on those portions of their lines where it was formerly given.

B.C. Test Case.

Under instructions from the Parliamentary Committee, the Legal Secretary has visited the John Deere Plow Company, Limited, Winnipeg, with a view to selecting from amongst their numerous claims in British Columbia one that would be suitable for the prosecution of a test case under the Extra Provincial Licensing Law of that Province, and no time will be lost in having same entered. There is now considerable doubt whether the stated case at present before the Supreme Court will be pressed. It appears that the objections of the Provinces are being seriously entertained, and that the Privy Council may quash the entire proceedings. This makes it all the more important that the Association's test case should be vigorously pushed.

An effort is being made to have the new Bulk Sales Act for Ontario conform as closely as possible to that of one of the other Provinces, preferably Nova Scotia, with a view to checking diffuseness of Provincial legislation.

Montreal Branch's Success.

In the matter of Quebec legislation, the Montreal Branch have been singularly successful in obtaining nearly everything they have sought. They have assurances that the tax on commercial corporations will be materially reduced; that the penalty for failure to comply with certain phases of the Registration Law, which informers have invoked with such profit to themselves, will be reduced from $200 to $50; and that no actions will be allowed against defendants in garnishment cases where the amount involved is less than $25. All of these are matters which the Branch Association has been working upon for years, and their final success is something upon which they are to be congratulated.

Membership Applications.

The Membership Committee had sixteen applications to recommend for acceptance, as follows:

Montreal, Que.—
- J. Elkin & Co., Limited. Clothing.
- The Greenberg Smith Co. Ladies' Coats, Suits and Skirts.
- Sapho Mfg. Co., Limited. Chemical Products.

Niagara Falls, Ont.—
- Dominion Suspender Co. Suspenders, Garters, etc.

Renfrew, Ont.—
- Renfrew Knitting Co., Ltd. Knitted and Woollen Goods.

St. Mary's, Ont.—
- National Pin Co. Safety Pins, Hair Pins, etc.

Toronto, Ont.—
- Alphaduct Mfg. Co., Ltd. Non-metallic Flexible Conduit.
- Bailey, Dixon & Co. Umbrellas, Parasols.
- Gutta Percha & Rubber Mfg. Co. L. L. McMurray, seventh member.)
- Ontario Wind Engine & Pump Co. (F. W. Chapman, second member.)
- Patrician Cloak & Suit Co. Cloaks and Suits.
- A. J. Reach Co. Sporting goods.
- Swift Canadian Co., Ltd. (A. A. Millett, second member.)

Victoriaville, Que.—
- The Canadian Rattan Chair Co., Ltd. Verandah and reed chairs.

Windsor, Ont.—
- Canadian Moloney Electric Co., Ltd. Transformers.

New Section to be Formed.

Its recommendation in favor of authorizing the formation of an Ontario Tanners' Section was approved. The members

concerned herein will meet for organization purposes early this month.

With a view to answering any opposition that might arise from members affected by the increase in fees, the Committee asked for authority to issue a booklet summarizing in brief but emphatic form the more important results accomplished by the Association during recent years. Of this the Council approved.

A special Committee, consisting of the Vice-President, the Chairmen of the Membership and Finance Committees, and the Secretary, was appointed to suggest the names of men suitable for the Western Secretaryship, and to define the policy which should govern the work of that office.

Insurance.

The Insurance Committee reported having waited upon the Ontario Government, urging the enactment of a law to provide for a system of fire marshals. They stated that, while they received no definite promises, the cordial and sympathetic hearing given them had inspired the hope that definite action would be taken by the Government during the present session.

In this connection the following resolution was unanimously adopted by the Council, and instructions were given the Secretary to forward same to the Premier of the Province and to the Provincial Secretary:

"Resolved, That the Canadian Manufacturers Association, through its Executive Council, and with the approval and authority of the membership at its last annual convention, heartily endorse the movement to secure the inauguration of a system of fire marshals for the Province, and they express the hope that the Ontario Government will, at the present session, enact legislation creating such an office and clothing it with sufficiently full power and authority to enforce all desirable measures for the reduction of the enormous and inexcusable fire waste of the Province."

Industrial Canada.

In the matter of earnings, INDUSTRIAL CANADA. seems to improve with every issue, February being the most profitable number in the history of the paper except, of course, special numbers. Its gross earnings were $2,063, as against $1,961 for January, and $1,651 for February, 1911. For the seven months ending with the February issue the surplus earnings were $5,513, as against $3,419 for the corresponding period last year—a gain of $2,100.

The Associations' offer of prizes for essay writing has now been accepted by the following institutions: Dalhousie University, McGill University, Macdonald College, Ontario Agricultural College, Manitoba Agricultural College.

A set of regulations to govern the contest in the above-mentioned institutions has been drawn up and approved, and a list of subjects has been chosen from which the respective faculties will be asked to make a selection.

Commercial Intelligence.

The Commercial Intelligence Committee will shortly issue a general labor circular for the benefit of those manufacturers who find themselves short of help and under the necessity of importing labor. This circular will explain briefly the immigration regulations, the provisions of the alien labor law, and will supply members with a small list of reputable employment agencies.

At the approaching Eighth Congress Chambers of Commerce of the Empire the Association will submit resolutions on the following subjects:—

1. Favoring closer trade relations between different parts of the Empire by means of a system of preferential tariffs.

2. Deprecating the taxation of commercial travellers as between different parts of the Empire.

3. Deprecating the imposition of anything but a nominal registration fee upon corporations doing business in any part of the Empire beyond that which grants them their charter.

4. Favoring a uniform sea carriage of goods act that will effectually prevent carriers from contracting themselves out of liability.

5. Favoring a Government-owned Atlantic cable and the completion of the All-Red cable line.

Tariff.

The following Customs decisions were reported by the Tariff Committee:—

Material for hat bodies in the form of large open mesh netting made from China grass has been ruled to be dutiable under the terms of Item 711 of the Tariff. General tariff rate, 17½ per cent.

Buckramette.—Imported for the manufacture of hat and bonnet shapes, may be entered free of duty under Item 638 of the Tariff.

Gum Wrapping Machines.—Held to be dutiable under the provisions of Item 453 of the Tariff. British Preferential rate, 15 per cent.; General Tariff rate, 27½ per cent.

The tariff classification of *Rolled Steel Beams and Channels* not fabricated or otherwise advanced in manufacture is not changed on account of such beams and channels having been dipped in some cheap oil or asphalt preparation, so as to form a coating thereon as a protection from rust while in transit to Canada.

Jersey Cloth.—The knitted woollen material known as Jersey cloth is dutiable under Item 568 when imported by manufacturers of rubber boots and shoes for use exclusively in the manufacture of such articles in their own factories. British Preferential rate, 22½ per cent.; General Tariff rate, 35 per cent.

Jute Cloth, uncolored, suitable for the manufacture of bags, may be admitted free of duty under Tariff Item 546 as jute canvas, whether cropped, mangled or calendered or not.

Drawback.—White botany yarn No. 30 and finer, as described in Tariff Item 1011, is subject to a drawback of 99 per cent. under said Tariff Item when made into a flat-knitted fabric known as Jersey cloth, whether in tubular form or not, and not being a rib stitch fabric.

Special Duty Clause.—Large flange steam fittings, ranging in size from 3 to 20 inches in diameter, are being held subject to the operation of the special duty clause.

Combined Jack and Signal, for use in connection with telephone switchboards, are goods of a class or kind not made in Canada, and therefore are entitled to entry at Customs on payment of regular duty without special duty.

Workmen's Compensation.

During January and February a number of sittings were held by Sir William Meredith for the purpose of hearing the representations of the Association on the subject of workmen's compensation. An extensive brief was presented by the Legal Secretary, and the argument contained therein was supported by the evidence of several members of the Committee and by two expert witnesses—Mr. J. Harrington Boyd, Chairman of the Employers' Liability Commission of the State of Ohio, and Mr. Miles M. Dawson, a prominent actuary of New York. Excellent results are expected to follow the appearance of these experts, who supplied the Commissioner with a very large amount of valuable material.

Previous to the presentation of the Association's case a conference was held between representatives of the Association and representatives of the Toronto Trades and Labor Council. This conference disclosed the fact that the views of the representatives of manufacturing and laboring interests were entirely coincident except upon the one question as to pecuniary contribution on the part of employees. Upon the two phases of the question which the Association's Committee regard as of paramount importance, namely, the question whether the system should be an individual or a collective liability system, and the question of the proposed actuarial method, there is no divergence of opinion. The Association's position is being supported by such representative bodies as the Employers' Association and the Builders' Exchange, as well as by the railway companies.

FACTORIES IN NORTHEAST ONTARIO

By The Editor

North Bay, an Enlarged Cobalt, and Cochrane, Seem to be the Industrial Cities of the Future---Selling Field is Now Fifty-Six Villages and a Fertile Country. The Government's Grant of $5,000,000 will Stimulate Trade.

WHEN a manufacturer takes a trip along the line of the Temiskaming and Northern Ontario Railway, visiting the towns which lie between North Bay and Cochrane, he usually avoids statistics and other gratuitous information. He can pick up almost anywhere several pounds of literature, profusely illustrated and reeking with figures, setting forth the attractions of the country in language which would not have disgraced a description of Arcadia. All the lakes shimmer, the forests are persistently green, the climate is salubrious, the moose invite bullets, the fish clamor to be hooked, the rocks yearn to give up their treasure, the smiling earth projects vegetables above its surface, and the whip-poor-will sings constantly in the weeping willow tree. So much for advertising. The manufacturer does not object. He knows the value of advertising, especially scientific advertising, which Northeast Ontario is getting. But he wants to see what is advertised, and he will not make commercial ventures until he has seen. A careless glance at figures, another at other people's descriptions, and he settles down to the real work of investigation.

What does he seek? A field, not the kind that bears grain, of which there are many in the country, but a selling field. What constitutes a selling field? Villages, towns, and cities planted in a fertile country. Does Northeast Ontario possess them? On the main lines and branches of the Temiskaming and Northern Ontario Railway there are fifty-six villages and towns. Seven years ago there were practically none—the railway is only six years old. Fifty-six communities in six years—surely the nucleus of a selling



The City of Silver—A Bird's-Eye View of Cobalt.

field! The Dominion census shows how these places have grown:—

	Pop. in 1911.	Pop. in 1901.
North Bay	7,715	2,530
Cobalt	5,630	0
Haileybury	3,874	0
New Liskeard	2,107	0
Cochrane	1,714	0

In 1901, the District of Nipissing had a population of 28,309; in 1911, it had 74,141. The District of Nipissing possesses millions of acres of fertile land, forest reserves, mine surfaces, and timber limits—a substantial background for fifty-six communities. In 1905 the Temiskaming and Northern Ontario Railway carried 258,000 passengers and 875,000 tons of freight; in 1910 it carried 1,944,000 passengers and 5,216,000 tons of freight. These are facts for the manufacturer, selected, not from optimistic prospectuses, but from Government blue-books. The country is doing business. There must be a selling field.

"We admit that," says the manufacturer, "but is it limited? What is the future of those towns?"

It is impossible to determine the future of a town. If towns developed according to rule, there would be no mushroom fortunes made in real estate. Like Topsy, they just grow. Toronto, for example, was once a village situated principally in a mudhole. It grew in spite of the mudhole, which has long since disappeared below asphalt pavements. Government posts, railways, steamship routes, etc., are factors in commercial development, but most big places are freaks. What towns in Northeast Ontario show signs of freakishness? North Bay is promising. The artificial factors are there. It is a railway junction; it is the spout of the Northland hopper; it has the start of the others; it has water-power. Factories situated at North Bay can ship north and west. The proximity of a mixed farming country should make living cheap for employees. It is a railroad town now? Will it become a factory town as well?

Cobalt is one of those wonderful mining camps which grew into civilization over-night. Seven years ago, prospectors camped peacefully over the fifty million dollars worth of silver which has been shipped from it since. The tents are gone, and in their place stand 125 places of business, churches representing all denominations, schools, bank buildings, and substantial dwellings. When the mines are exhausted, what will happen to Cobalt? The surrounding country is a waste of mineralized rocks. Will factories find their way to this strange town?

Haileybury, though only five miles north of Cobalt, is entirely different from that place. It is the residential suburb of Cobalt. A visitor cannot fail to be impressed by the quality of the buildings, which are constructed almost entirely of brick or stone. An excellent local market has been established. This is patronized by Cobalt people, who



Lumber Mills and Yard, Northern Ontario.



Possible Source of Power. High Falls on the La Blanche River, Northern Ontario.

visit it daily by means of the electric road connecting the towns. When one steps into New Liskeard he forgets that he is in a pioneer country. He might as well be in a hundred-year-old village near Toronto. There is the long, winding street with a solitary farmer's waggon jogging in from the country bearing a load of vegetables. The post-master tells the clerk in the grocery store, while the public wait for stamps, how the Tories are ruining the country, and the clerk replies darkly that there are two ways of looking at any question. The clang of the blacksmith's hammer breaks the heavy stillness. Down at the station the girls are looking at the young commercial traveller with the gallant hat-band. A fine, prosperous, respectable town is New Liskeard, but there is nothing wild or woolly about it.

It is not improbable that Cobalt, Haileybury, and New Liskeard will grow into one city, which will be the manu-



Barn Belonging to a Farmer Near New Liskeard, Northern Ontario.

facturing and distributing centre of North-east Ontario. The three places are close together, Cobalt and New Liskeard being about nine miles apart, with Haileybury almost fairly between them. All are situated on Lake Temiskaming. From Haileybury, the middle town, to North Bay is 108 miles; and from Haileybury to Cochrane, 144 miles. Lake Temiskaming and the Temiskaming and Northern Ontario Railway afford excellent transportation facilities. Why should not these three towns, with their combined population of 11,611, unite and become a manufacturing city? Nipissing's population of 74,141 must be housed, clothed and fed. The Grand Trunk Pacific will open up a vast district to the north. The "Clay Belt" contains homes for a million people.

Another town which may become a manufacturing centre is Cochrane, which lies 252 miles north of North Bay. It is the junction of the Transcontinental, the Grand Trunk Pacific, and the Temiskaming and Northern Ontario railways. If the Hudson Bay Railway is linked up with the Transcontinental, the connection will probably be made at Cochrane.

It would seem, therefore, that there will be three manufacturing communities in Northeast Ontario—North Bay; a city growing out of the union of Cobalt, Haileybury and New Liskeard; and Cochrane. In these places will be manufactured part of the goods which will be needed in the other fifty-three villages and towns, the villages and towns which will be established, and the districts, where colonists



Vegetables Grown in Northern Ontario.

are now transforming wastes of second-growth timber into fertile farms.

These manufacturing centres will get their share of the trade fostered by the recent grant of $5,000,000 to Northern Ontario by the Provincial Government.

INDUSTRIAL ACCIDENTS IN JANUARY, 1912.

There were 86 fatal and 214 non-fatal industrial accidents recorded by the Department of Labor during January, 1912. This is a more favorable showing than in the corresponding month of 1911, but less favorable than in December, 1911. Twenty-three men were killed in the railway service and fourteen in mining. Of the non-fatal accidents, the largest number was also in the railway service, namely, fifty-six, and the second largest in the metal trades, namely, 51. The most serious disasters of the month were the derailment of a wrecking train by a snowslide near Revelstoke, B.C., in which a brakeman and three sectionmen were killed, and a premature explosion of dynamite on Canadian Northern railway construction work north of Nipigon, Ont., by which two laborers were killed and five injured. A fireman and a brakeman were killed in a head-on collision near Barwick, Ont.



One of the Many Mines at Cobalt, Northern Ontario.

THE INDUSTRIAL AWAKENING OF THE EAST

By C. L. Sibley

Quebec and the Maritime Provinces are Establishing Important Industries Which Will Increase Wealth of Canada and Give Employment to Workers.

DO we fully realize the significance of the fact that Canada started the twentieth century with exactly the same population as the United States started the nineteenth? She has not only advantages equal to those possessed by the American nation at the beginning of the last century, but also such tremendous natural and material advantages above and beyond these, that "Canada's Century" ought to make the Canadian nation more than equal, in wealth and numbers and power, to the great Republic in its present condition.

Think for a moment of the advantages which Canada has at the beginning of her century, compared with what the United States had in 1800. Then the American people were just a fringe of settlers on the outskirts of their country, with their vast territory still to conquer. Canadians, at the beginning of the twentieth century, have already spread over their half of the continent, and are developing their still larger territory with a rapidity undreamed of in America's early history.

America started her century with horses and oxen as the only motive power on land, and with tiny sailing vessels as the only motive power on the sea. Canada starts hers with railway facilities unequalled by any nation of its size in the world, and with a merchant marine which is rapidly forging its way to the front ranks of the merchant marines of the great nations.

America had the great advantage of growing up in what will go down in history as the century of steam power. Canada will have the still greater advantage of growing up in what will be known as the century of electricity.

If we will pause to think what all this means, we must inevitably come to the conclusion that Canada will, in the twentieth century, outstrip the progress made by the United States in the nineteenth.

Great Agricultural Resources.

But there is another advantage above and beyond all these which Canada enjoys, not only over the United States, but over the rest of the world. Canada's almost unlimited agricultural resources have already caused her to be popularly known as "The Granary of the Empire." In contemplating this destiny we are inclined to overlook a salient feature which is already commanding the respectful attention of students of economics.

Canada is destined to become one of the greatest manufacturing nations, because, in addition to the unlimited resources in the raw materials of manufacture, such as lumber and minerals, she has what no other country in the world has—an unlimited supply of water power—the raw material of electricity, the force which is even now revolutionizing the industries of the world.

Canada as the "Granary of the Empire." Yes. The greatest manufacturing nation within the Empire? Canada. This is the twin destiny of our country.

Must Go Hand in Hand.

Let us look briefly at the way in which these two great assets of Canada, the agriculture and manufacturing, are destined to play into each other's hands; at the way in which they are already contributing to each other's progress.

What has made the United States the great nation that it is? No one will dare to say that agriculture alone has done it. Agriculture plus manufacturing are responsible for the present position of the American nation. Manufacturing has supplied a market for agriculture; and agriculture, in turn, has supplied consumers, a consumers' market for manufactured goods. In each case, the greatest source of wealth of the agricultural and industrial classes has been the home market.

Growth of Eastern Towns.

The purely consuming class—the urban and industrial class—is far greater in Canada than is generally supposed. For instance, the recent census, which places our total population at just over seven millions, shows that two and a half millions of this population, or considerably more than one-third, are residents of towns or cities of over 4,000 population. Another noteworthy fact shown by the census is that although the agricultural population of Western Canada has been increasing at a remarkable rate, the agricultural population in Quebec and the Maritime Provinces—taking these as a unit—has remained stationary. Yet, despite the fact that the agricultural classes of Eastern Canada have not increased, the census shows that of the increase of 1,710,534 in the population of Canada during the past ten years, over one-fifth, 375,766, is credited to Quebec, Nova Scotia and New Brunswick. Practically all this increase in the East has been in the urban or consuming population. Thirty-two large towns show a total increase in population of 316,092.

This increase in the industrial population of Eastern Canada, which has enlarged the home market for the agriculturists of the Dominion, and has given opportunities to their sons to secure industrial positions, has largely taken place during the last five years. This is proved by the fact that, according to the Government statistics of manufactures in 1905, the number of industrial employees in Quebec had only increased by 6,000 since 1900, in New Brunswick by 3,000, and in Nova Scotia by 500.

An Industrial Awakening.

As a matter of fact, a great industrial awakening is taking place in the East. The secret of this awakening is that capitalists have suddenly discovered the industrial resources of these provinces. Money is pouring in, from Great Britain, from the United States, from Germany and from France, for the industrial development of Eastern Canada. Great steel and coal industries are being built up on the shores of the Atlantic Ocean, and during the past five years these industries have begun to compete in the markets of the world.

Great pulp and paper factories are springing up in New Brunswick and Quebec, which are exporting their products to all parts of the world. Mining industries are being established all over the East and Quebec, where great mineral resources have remained almost untouched while those of

Ontario have been developed, has now entered into the van of progress, a result of a complete revision of her mining laws. These are only a few of the great basic industries. Hundreds of others are following in their wake. The East, in fact, is taking the place that Nature has fitted her to take —that of a great manufacturing country.

The phenomenal progress of some of the larger cities of the East, and notably of Montreal, is well known. But without instancing any of the larger cities, a few examples of lesser known places will illustrate the general progress. Victoriaville, Quebec, with electrical power from Shawinigan Falls, increased her manufactured products from $274,000 in 1901 to $500,000 in 1909. Three Rivers, Que., with power from natural gas, has increased from 9,000 to 14,000 in population. Fraserville, on the shores of the St. Lawrence, with unlimited lumber at its back, increased its manufactured products from $276,874 in 1906 to $600,000 in 1909. Joliette, Que., with power from Shawinigan Falls, increased its manufactured products from $719,382 in 1906 to over $1,000,000 in 1909.

These are places of which the outside public hears little, yet they are typical of what is taking place in urban communities all over the East.

As far back as 1905—really before the great industrial awakening had begun—over $70,000,000 per annum was paid out in wages in the factories of Quebec, Nova Scotia, and the Maritime Provinces. Since then it is probably safe to say that the amount has more than doubled. In other words, the amount paid out in wages in these provinces, during the past year, must equal an amount sufficient to pay for a wheat crop of 150 million bushels at $1 per bushel.

A Consuming Population.

Considering that factory employees only form a portion of the urban population, it will be seen that this consuming population of the East is a big factor in the prosperity of the Dominion as a whole. Since large portions of the Eastern Provinces will never be fit for agricultural purposes, although they are ideal for manufacturing purposes, it must stand to reason that the building up of this great industrial population in the East must mean an increasingly important market for the ideal farming areas of the West.

The Eastern part of Canada has plenty of water power. It is not generally known, for instance, that Quebec has at its back a single waterfall of far vaster power than Niagara. The minimum at Niagara Falls is 3,818,000 horse-power. At the Grand Falls on the Hamilton River, the minimum available is 9,000,000 horse-power. Grand Falls have been visited by Mr. A. P. Low, in his capacity of Director of the Geological Survey of the Dominion, and he has officially confirmed the statement that they will furnish a minimum of 9,000,000 horse-power. He also declared that Grand Falls will some day supply power to the greater part of the Province of Quebec. The falls have a sheer drop of 312 feet, and a total drop of over 700 feet, compared to a drop of 168 feet at Niagara.

Comparison of Water Powers.

The position that Quebec is bound to take as a great manufacturing district is best illustrated by the following comparison of her water powers with those of the other parts of the Dominion, taken from a report by Mr. J. B. Challies, C.E., of the Department of the Interior, on water powers in Canada:

Location.	Minimum Flow Development.	Present Development.
Yukon	470,000	.....
British Columbia	2,065,500	73,000
Alberta	1,144,000	1,330
Saskatchewan	500,000	1,330
Manitoba	504,005	18,000
North-West Teritories	600,000	.....
Ontario	3,129,168	331,157
Quebec	17,075,939	50,000
New Brunswick	150,000	.....
Nova Scotia	54,300	13,300
Total	25,692,907	486,887

Is it any wonder that capital is pouring into Quebec for the establishment of factories? Is it any wonder that since Mr. Challies made the above computation a year or two ago, the development of water power in Quebec has more than quadrupled?

Expansion at Montreal.

To-day, along one single piece of car track on the island of Montreal, the track running from Montreal to the Lachine Rapids, there is no less than $80,000,000 of American capital invested in industrial establishments. This is only an example of what is going on all over the East. Besides water powers, the Province of Quebec has more forest wealth than any other region on the continent. There are employed in the lumber industry no fewer than 40,000 men, all of whom, like those in the factories must be numbered among the industrial or consuming classes. Many huge pulp and paper mills are now either under construction or in operation, besides water power in the outlying districts of the Province. This activity is attracting people from all over the English-speaking world, the consequence being that the population of Quebec is not made up, as many suppose, of French-Canadian farmers, but of a bi-lingual, cosmopolitan people who are rapidly building up large industries.

On the Atlantic Coast.

New Brunswick is becoming more and more industrial, while Nova Scotia is affording another illustration of the awakening of the East. The towns and cities of Nova Scotia are rapidly forging to the front. It is true that the water powers of the province are trifling compared with those of Quebec, but its coal-fields cover 725 square miles. The Dominion Coal Company alone has enough coal in its holdings at Glace Bay to provide for an output of three and a half million tons per year for 1,000 years.

In the census of manufactures of 1905 it was shown that Quebec had $251,730,182 invested in industrial enterprises, with 116,748 employees, producing products for the year to the value of $216,478,496. Nova Scotia had $74,599,538 invested, with an output of the value of $31,987,449. New Brunswick had $26,792,698 invested, with an output value of $22,133,951. These are impressive figures. They show a total production as far back as 1905 of $270,599,896, enough to buy up the whole of the 1911 wheat crop in Western Canada, and still leave one hundred millions of dollars on hand.

It will probably require the greater part of the next twelve months to classify the census taken this year of manufactories, but it may be taken for granted that this huge total for the year 1905 will be far exceeded, in view of the tremendous strides which have been made during the past five years in industrial development.

But enough has been said to show that in Eastern Canada—leaving the magnificent province of Ontario altogether out of the counting—a huge industrial and consuming population is being built up, offering a splendid market for the Canadian agriculturist, and producing a volume of products which will stimulate the exchange of money between the Eastern and the Western portions of a nation, normally developed in both manufacturing and agriculture.

NATIONALIZE MEANS OF COMMUNICATION

By J. E. Armstrong, M.P.

By Spending $25,000,000 Canada Could Own, Control and Operate Her Cable, Telegraph, Telephone and Wireless Telegraph Systems. All Classes Would Benefit, Especially Farmers, Who Would be Kept on the Land.

TELEGRAPHS, telephones, cables, wireless telegraphy and the Post Office are the five great means of transmitting intelligence in Canada. These should all, except the telephone, be owned by the Dominion Government, and should be under its control and operation. The Dominion should own the trunk lines of the telephone and the municipalities own, control, and operate their local exchanges.

In a sparsely settled country, such as Canada, every effort should be made to bring its people together by means of cheap transportation and communication. In these days, when time and energy are so valuable, labor so scarce and expensive, and so much is demanded of our people, we are compelled to ask our Governments, both local and Dominion, to assist in every way they can to cheapen communication and transportation so that some advancement may be made toward preparing the way for those who come after us to meet the great world competition that is already at our door. The Government of Canada should assist in opening up her latent resources. It is her duty to gather information, blaze the trail, and follow up and assist the pioneer.

Credit What Has Been Done, But—

In the past, the Dominion Government has done much to promote our welfare in this regard. Public highways have been built, railways assisted and our waterways greatly improved. We have neglected to guard our people against placing in the hands of monopolists the means of transmitting intelligence. We have the Post Office Department sending out letters and small packages at a reasonable rate, but turning over the profitable end to the express companies.

Few people realize that while our Post Office Department announces what is called a surplus each year, that the buildings in which our public owned post offices are located have been built and improved out of the public revenue of this country. The Post Office Department only pays the cost of transmission and distribution, and, were they compelled to erect buildings in which to carry on this business, enormous deficits would be sure to follow.

Many other countries build their post offices, maintain and operate them, and declare real surpluses. We do the lean end of the postal business. In a like manner we operate the lean end of the telegraph business.

The Leanness Of It.

We own over 8,000 miles of telegraph lines, which are scattered along our outskirts. The profitable end is owned by our railways and telegraph companies, who, in turn, dictate to our people the rates and kind of service.

In the same way the large telephone systems, which should be conducted in conjunction with our telegraphs and placed in our post offices as far as possible, arbitrarily arrange rates and service to compel the public to pay dividends on watered stock. The pioneer work is left to our people living in the rural districts who organize independent companies. We have in Ontario 460 independent companies who have built their lines and stations to find that the Bell Telephone Company brings the trunk line to their doors and demands a toll that in most cases stifles intercourse and retards development.

The municipalities should own, control and operate their telephone systems. The Dominion Government should furnish them with every kind of information which would assist them in perfecting their systems and place trunk lines at their disposal so as to give them long distance service at cost.

In the rural districts the poles could be used for the distribution of electricity, thus furnishing cheap light, heat and power.



J. E. Armstrong, M.P., East Lambton.

The Farmers are Leaving Home.

In Ontario we have fewer people living in the rural districts than we had at Confederation, while opportunities for making money on the farm were never so great. Supply the farm house with electricity, telephone and telegraph. Let the farmer phone a message to the telegraph station to be transmitted by the Government at cost. Make life on the farm so attractive that farmers will stay at home. With rural mail delivery and rural parcel post added, surely the city will cease to allure, and "back to the land" will be the cry of the future.

The Future of Wireless.

Wireless telegraphy is only in its infancy as regards its uses and possibilities, and I believe it will become one of our greatest means of communication. As a protection to life and shipping, it has proved beyond a doubt of very great value. When the Hudson Bay Railroad is built and Hudson Strait is properly buoyed and lighted, vessels will be guided through the open channel by wireless telegraphy. Western produce will be carried for at least five months in the year to the markets of the world in safety. The Hudson Bay Company have navigated these waters for one hundred and fifty years and lost but two vessels. If they can accomplish so much without any aids to navigation, how much more can be accomplished by the use of proper safeguards? Let the State own, control and operate her wireless telegraphy.

Cables.

State owned cables are a necessity in Canada. Why should we have all our cables owned, controlled and operated by a monopoly in New York? With state owned telegraphs and cables and trunk lines for telephone, we would have the means of gathering and transmitting messages to any part of the world, at will, and the rate should be at least one-third less than the present rate. We now pay our share of the lean end of the Pacific cable to Australia and New Zealand. Why not own and operate the profitable end? The cable companies claim that not more than one per cent. of the people make use of the Atlantic cables. With our cables owned entirely by a monopoly in the United States, we cannot expect to promote social relations between the people of Great Britain and Canada.

West Needs Service.

We also need state-owned cables for our Western Provinces. What a comfort it would be to the immigrant leaving England for Canada to feel that, without too great a draft on his slender means, he could communicate with his home almost as quickly as he could send a telegram between two towns in England.

English grain merchants, by means of the telegraph wire direct from Winnipeg, now the greatest wheat market in the world, would be placed on the same footing with the American merchant in the Winnipeg market.

For the People.

The thousands of travellers who visit Great Britain every year could keep in touch with their homes without too serious an outlay. It is the common people who make up the body of a nation, and for whom we should seek the benefit of cable communication with the Mother Country.

Governments, great merchants and great news agencies can look after themselves, but for every reason, social, political and commercial, the cable should be made available to a greater proportion of our people than one per cent.

What Lowering Rates Did.

Under competition between the cable companies in the years 1885 and 1886, the rate of cabling was cut in two or reduced to twelve cents per word. Mr. Charles Bryce, the author of the Standard Work on Submarine Telegraphs, informed the interdepartmental committee, which sat in London in 1902, that the business had doubled during the period in question. Mr. Bryce, from his association with the cable companies, had exceptional opportunities of gathering information and the general reduction of rates leads me to accept this statement. The reduction in the Atlantic cable rates to twelve cents per word continued for two years and four months.

The American Government will not allow another Government to land cables on its shores. In the same way the British Government will not allow a foreign Government to land on its shore. This is because the Government may control and regulate a private corporation but cannot control a foreign Government, and the consequence of a difference of opinion might mean war.

The scheme of having the Canadian Government lay an Atlantic cable to England is not open to this objection. The very opposite is the case. It should connect the bond between the different parts of the Empire. Personally, I am opposed to a state-owned cable to the Motherland being under the control of any country but Canada.

Canada's Opportunity.

Don't wait for Britain to subscribe toward the cost. Let Canada own, control, and operate the cables and also the telegraph, telephone and wireless telegraphy. Give the service to the people at cost, which must include interest, sinking fund and all charges incidental to successful operation. The total cost of all this undertaking would not exceed one year's surplus, or $25,000,000. It will take years to complete the proposition. Our duty is plain. Commence at once to gather data and place before Parliament, as early as possible, all necessary information in order that we may deal intelligently with what is ultimately to become one of Canada's greatest blessings.

EDITOR'S NOTE:—Mr. Armstrong recently moved a resolution in the House of Commons asking for the appointment of a commission "to investigate the systems of national telegraphs and telephones, wireless telegraphs and cables, also postal conditions, laws and regulations, parcel post, means of collecting and distributing mails, with a view to submitting such data and information to the Post Office Department as would help to improve existing conditions in all the above, and to further inquire into postal facilities in rural districts in other countries in order that a better system of rural free mail delivery may be inaugurated."

Canada owns in telegraphs and cables, 8,406 miles, of which 8,150 miles are telegraph lines, or land lines. She has 603 offices, and the number of messages sent in 1910-11 amounted to 249,915. The expenditure in 1910-11 amounted to $432,970.04, while the revenue amounted to only $169,585.15, leaving a deficit of $263, 384.89. The deficit is explained by the fact that the Government lines are built in sparsely settled districts where there is little revenue. The private companies get the custom of the more thickly populated sections of the country.

CANADIAN COKE.

The total output of coke in 1910 was 901,269 tons produced from 1,373,793 tons of coal; of which 875,310 tons were produced from domestic coal and 25,959 tons from imported coal. In 1909 the total production was 871,727 tons produced from 1,327,150 tons of coal.

The quantity of coke sold or used by the producers in 1910 was 902,715 tons, as compared with 862,011 tons in 1909. The consumption of coke in Canada is much in excess of the domestic production, there being a considerable importation of coke chiefly into Ontario and Quebec for use in the metallurgical industries.

The imports of coke during the calendar year 1910 were 737,088 tons and the exports 57,971. These figures taken in conjunction with the production of 902,715 tons (sold or used), would indicate a consumption of 1,581,832 tons. Similarly estimated the consumption in 1909 was 1,449,369 tons, and in 1908, 1,285,228 tons.

WINNIPEG, THE TRADE CENTRE OF THE WEST

By Charles F. Roland

Commissioner, Winnipeg Industrial Bureau.

Big Business Has Made Manitoba Capital a Billion Dollar Bank Clearing City. It is Now an Important Industrial Centre With Hundreds of Factories.

THE Western Provinces beyond the Great Lakes, which are now attracting hundreds of thousands of settlers, offer perhaps the greatest market in the world for manufactured goods of nearly every description. There are not many cities in the world that present greater opportunities to men egaged in any branch of manufacturing than Winnipeg the capital city of Manitoba. The 175,000 people of Winnipeg invest annually in manufactured goods the sum of $120,000,000. To these trade turnover figures must be added $36,000,000, the value of the output of the 267 factories that are now operating in the city of Winnipeg.

The Business Done.

The volume to supply this market is naturally divided into many commodities of varied classes. A partial classification of the chief products that go to make up the big bulk of trade handled in Winnipeg naturally makes interesting and instructive reading for the manufacturer. From a local jobbing standpoint, records show that $25,000,000 is credited to the agricultural implement and farm machinery dealer, $16,000,000 to the hardware trade, $15,000,000 in groceries, $17,000,000 in dry goods and textiles, $12,000,000 to the iron and building trades, over $6,000,000 to the boot and shoe trade, and $5,000,000 for the automobile industry. Encouraging figures are also given for the manufacture of railway and municipal supplies, furniture, drugs, electrical appliances, chemicals, confectionery, metal products, leather goods, stoves, ranges, furnaces, household necessities and other less important commodities.



The laying of the Corner Stone of the Winnipeg Industrial Bureau's New Permanent Exposition Building, by His Honor, The Lieutenant-Governor of Manitoba, where the product of Winnipeg factories and labor will be exclusively shown.

The insert is a photo of Lieutenant-Governor D. C. Cameron, and in the front row facing reading from left to right are: W. J. Bulman, Chairman of the Trade Expansion Committee of the Bureau; next the Governor; Mayor R. D. Waugh; F. W. Heubach, President of the Bureau; Ex-Mayor W. Sandford Evans; James Scott and C. N. Bell, of the Winnipeg Board of Trade in foreground.

Primarily a trade centre only for western points, Winnipeg has developed to an important industrial city, in addition to being the largest wheat market in the world and the biggest trade and financial centre of Western Canada. Close to a good market for manufactured goods, Winnipeg has developed industrially along purely natural lines. The city has built a four-million-dollar hydro-electric plant to encourage the location of new industries, and the adoption of a three-cent rate for domestic lighting, with equally low prices for electric power for manufacturing, is perhaps the greatest step Winnipeg has yet made towards further industrial development.

Industries Growing.

The increase in Winnipeg's factory output for the past ten years shows that considerable attention is being directed to this end in the West. In 1900 the value of the manufactured output was $8,606,248; in 1905 it has increased to $18,983,248; and in 1910 the Industrial Bureau census gave $36,000,000 as the total. In the 267 factories now operating there are 15,500 hands employed, while $30,000,000 is invested in capital. The iron, structural steel, brass foundries and machine shops employ over 4,000 hands. Following the iron industry, other manufactures rank, according to the number of employees, as follows: Employing from 2,000 down to 200 hands in each—brick, pressed stone, cement products, printing and publishing trade, lumber, mill work, clothing, shirts, brewing and milling, abattoir and packing house, metal, tin, galvanized iron and wire fence work, paints and oils, milling and other cereal

lines, biscuit and confectionery lines, harness and saddlery. This shows plainly that the city of Winnipeg is growing industrially. The Provincial returns show that seventy-one charters for purely industrial companies were issued in 1911, with a combined authorized capital of $7,695,000, Winnipeg being named as the headquarters of each company registered. Not only have new companies located, but older industrial firms have found it necessary to extend their working capital to take care of the growing trade. Nineteen firms increased their capital from $2,330,000 to $6,360,000 during the year 1911.

The progress made in building during 1911 proves that the city is experiencing a period of industrial growth. In addition to the building permits issued to the value of $17,600,000 inside the city limits in 1911, may be added $3,000,000 expended in new homes and public buildings in the immediate outlying suburbs. In 1910 the buildings erected were valued at $15,106,480.

An increase in 1911 of $219,000,000 in Winnipeg bank clearings places this city at the head of all financial centres on the continent in increased percentage of clearings over 1910. The total bank clearings for the year 1911, amounting to $1,172,762,142, has placed Winnipeg for the first time in the billion dollar class of cities.

Manitoba has awakened to the importance of a vigorous campaign for people. At the opening of the New Year the leading men of Manitoba, under the patronage of His Honor D. C. Cameron, Lieutenant-Governor of the Province, and Sir William Whyte as Honarary President, and W. Sanford Evans, President, organized a movement for a "Million for Manitoba" League. This, along with the combined forces of such far-reaching advertising campaigns, as are outlined by the Dominion Government, the big railway corporations, and other Provincial Governments, cities, towns and districts all working for population, industry and capital, is sure to result in a great influx of population and capital. Agriculture and industry will move forward together in 1912. A keener interest is abroad to develop home industry throughout the land, and with this patriotic spirit abroad to buy Canadian goods—the product of Canadian labor and resources—Western Canada will receive its rightful share in general development for 1912. Geographically situated so as to offer the farmer the greatest of combined advantages, those seeking opportunity, especially in mixed farming, are sure to respond in the coming year to the invitations that will be sent out to every corner of the world by the "Million for Manitoba" movement. Without taking into account the hundred million acres to be added to the Province in the coming year, Manitoba has already 36,754,000 acres capable of cultivation. This equals 229,712 quarter sections of 160 acres each. Taking an average of four people to the quarter section, this will give a rural population of nearly a million people, exclusive of cities, towns and villages; or, in other words, room and opportunity for



Birds-Eye View of Business Section of Winnipeg, Showing Red River and Railway Approaches.

an additional three-quarters of a million farming population. Based on those possible population figures for Manitoba, and anticipating similar development in Saskatchewan and Alberta, greater Winnipeg is bound to become a city of half a million people in the next few years. The wealth of Western Canada's partially developed natural resources is yet untold. With only 10 per cent. of the vast stretches of fertile land under crop, with lumber and mineral resources merely surface touched, with millions of acres of free land, and more millions of acres of cheap land, Western Canada is bound to



Chas. F. Roland,
Industrial Commissioner, Winnipeg

have first place among the countries of the world as a place in which people may settle. What Western Canada needs—and, for that matter, all of Canada—is to cultivate the spirit of patronizing home industry. City and country both must measure up together for the building up of a great home market, and that can only be accomplished through the co-operation of the whole people. All of Canada will reap the benefits that will surely arise out of having industrial centres set up all over the country.

THE LUCKY MAN.

The man who forgets to call loses the Large Order. *The* Lucky Man *gets it.*

The man who neglects to wind the clock misses the Right Train. *The* Lucky Man *gets it.*

The man who leaves the Important Letter in his pocket does not get the Helpful Answer. *The* Lucky Man *gets it.*

The man who comes to the office too late misses the Big Chance. *The* Lucky Man *gets it.*

The man who delays in answering the telephone does not catch the Straight Tip. *The* Lucky Man *gets it.*

The man who is not there when the boss wants to fill the Vacancy Higher Up misconnects with the job. *The* Lucky Man *gets it.*

The man who mislays his specifications does not make the Successful Estimate. *The* Lucky Man *gets it.*

Be Lucky !—*Kendall Banning.*

WINTER CAR FERRIES.

Canadian Transportation Requires Their Operation in Spite of Ice and Snow.

THE spectacle of a train of cars, attached to a puffing, throbbing locomotive, being loaded upon a boat and sent out to sea, never ceases to be of interest to those who love strange sights; but when this sort of thing is continued past the summer and autumn, when it might be regarded as a peculiar diversion, and is carried into the rigorous winter season, the picturesque becomes practical, and conviction comes that the commerce of the country must move, and that it will not be hemmed in by ice fields.

The winter car ferries of Canada are not numerous, but they are important links in the chains of national and international transportation. Probably the most important car ferries which are not stopped by cold weather are those operated by the Grand Trunk Railway between Cobourg, Ont., and Rochester, N.Y., and between Windsor, Ont., and Detroit, Michigan. The distance between Cobourg and Rochester, straight across Lake Ontario, is 56 miles. The boat, "Ontario No. 1," which makes this trip regularly in all kinds of weather, is one of the largest craft plying on the lake. Her length is 316 feet, beam 54 feet, depth of hull 20 feet. She is built of steel, with water-tight bulkheads, and her twin-screw engines drive her at a speed of 17 miles an hour. In the freight yard below her main deck she carries 30 ordinary cars containing 5 tons each. The company maintains the service to secure a connection for the shipment of freight between Quebec and Ontario points and the section of New York State tributary to the lines of the Buffalo, Rochester and Pittsburg Railway.

Windsor and Detroit Car Ferries.

The G. T. R. car ferries running between Windsor and Detroit carry trains, both freight and passenger, across the Detroit River, and form the connecting link between the eastern divisions of the company and their lines running west of the Detroit and St. Clair rivers. The heavy traffic requires the maintenance of three great ferries, viz., "Lansdowne," "Huron" and "Great Western." The "Lansdowne," which is the largest of the three, is 319 feet long, and has a breadth of hull of 41 feet. She carries 16 freight cars each 36 feet long, or eight passenger cars each 72 feet long.

The Canadian Pacific Railway Company operates no car ferries during the winter in Eastern Canada, and the only one used in Western Canada is that which runs between Vancouver and Victoria, British Columbia. This practically gives Vancouver Island a train connection with the mainland.

The Intercolonial Railway represents the Government roads in winter car ferries by operating the "Scotia" between Mulgrave and Point Tupper, across the Strait of Canso. She was built at Newcastle-on-Tyne, England, in 1901, and is equipped with two sets of triple expansion engines. Her length is 282 feet and her beam is 48 feet.

The Pierre-Marquette Railway operates a winter car ferry between Port Stanley, Ont., and Conneaut, Ohio, furnishing a connection between Canada and the United States across shallow and stormy Lake Erie.

The third national transcontinental, the Canadian Northern, operates no winter car ferries.

MAPLE PRODUCTS IMPERILLED BY LAX LAWS

By John H. Grimm

Should the Word "Maple" or any of its Derivatives Not Be Used on Labels Unless the Syrup or Sugar is Guaranteed to be Pure and Free of Compounds of Foreign Sugar? Should the Adulteration Act be Amended?

ON behalf of the maple syrup and sugar producers of this country, I wish to lay before the readers of INDUSTRIAL CANADA a matter of great importance as to the law at present existing regarding the adulteration of maple syrup and maple sugar.

Fifty-five thousand producers in Canada are affected. Of all the agricultural products of Canada there is none so characteristically Canadian, there is none that brings such a large and constant return, with so little expenditure of labor, so small an investment of capital, and so little impoverishment of the soil as the sap of the maple. To the average intelligent maple grower, the annual revenue from the sap is practically so much "found money.." This most profitable industry has in recent years been threatened with extinction, not from natural causes, from failure of the crop, from foreign competition, nor from any falling off in the demand; but purely and simply through the failure of Parliament to protect adequately the honest grower of maple products against fraudulent competition, and to protect the public against misrepresentation and adulteration..

Over 15,000 of the 55,000 maple syrup and maple sugar producers have signed a petition to the Government asking for legislative and administrative action to save the industry from extinction, and there is no doubt that every one of the 55,000 would gladly sign the petition if it were possible to give them an opportunity

The interest of the consumer in this connection is precisely identical with that of the producer; the only interests opposed are those of a few manufacturers engaged in the production of adulterated maple products.

No Wolves in Sheep's Clothing.

While there can be no objection to the sale of cane or other syrup compounds which are not injurious to health, I respectfully submit that they should be sold as exactly what they are; and to allow them to be sold as the much more expensive product of the maple tree is a fraud upon the consumer, and a great discouragement to the Canadian farmers who are supplying the market with genuine maple syrup and sugar.

The market is now flooded with pretended maple syrups, many of which contain absolutely no sap of the maple tree. Others consist of a mixture containing a little of the poorest black maple syrup, and a great deal of cane sugar and other cheaper syrups, the whole flavored with hickory bark and various chemical compounds, and labelled in such a manner as to mislead the public into the belief that they are pure maple syrups, or, what means the same thing to the average buyer, "Maple Compounds" and "Maple Flavors." The extent to which these mixtures are taking the place of the genuine product of the maple tree may be gathered from the number of flavoring mixtures freely advertised and sold for no other possible purpose than to make molasses and other cheap syrups taste something like maple syrup.

When Something Else is Maple.

Now, a gallon of molasses with an ounce of flavoring or essence in it is not maple syrup—it is molasses, and should be sold as molasses, at the price of molasses plus the flavoring. People who are persuaded to buy this concoction under the impression that it is maple syrup are simply swindled. To allow the mixture to be sold under any name, "Maple Compound," or "Maple Flavor," that may lead the purchaser to believe that he is buying a maple tree product, is to allow a fraud upon the public and to sanction a gross injustice upon the Canadian farmer who honestly places the genuine article upon the market.

The conspicuous use of the word "Maple," or any of its derivatives, such as "Maple Flavor" on cans of "Compound," should be prohibited; and the use of any of these words on cans containing syrups wholly or largely composed of substitutes, should be forbidden in any shape or form. If anybody wants to buy and eat cane or beet sugar or molasses, at the price of maple sugar or syrup, by all means let him do it, but do not allow anyone to swindle him by selling him the inferior and cheaper product under false pretence that it is the better and more expensive one.

Some Definite Instances.

For example, ten samples of maple syrup were recently purchased by a friend of ours in two western towns Six of these were labelled "Pure Maple"; two, "Maple Compound"; and two, "Maple Flavor." One of the six sold as "Pure" contained no genuine maple, while the others contained very little maple. Our friend writes that "out of eighteen grocers visited, about one-third produced the compound when asked for maple syrup. One grocer in Saskatoon insisted on calling a can of mixture pure, even after I called his attention to the label on the can. To put the case as it is here, if a grocer has both the pure and the compound, he will explain to his customers when they ask for maple syrup that he has the pure and the compound, and offer them their choice. On the other hand, if a grocer has only the compound, as is the case with many, he gives out the compound to customers asking for maple syrup without any explanation as to its contents."

There appears to be very little distinction made in regard to price between syrups sold as pure and those sold as compound of maple flavor. The cans varied considerably in size, but reducing them all to the price per gallon, the six samples sold as pure averaged $2.50, the two sold as compound, $1.96, and the two sold as maple flavor $2.37. I think you will agree with me that this indicates a very unsatisfactory condition in the Western trade.

Little Difference in Prices.

The "Maple Flavor" stuff brings within 13 cents of the price of the pure. The Compounds, which contain a portion of maple, even if it be but a very small one, sells on an average at $1.96—or 41 cents per gallon less than the flavored goods that never saw a maple tree.

This goes to show that while the ordinary man who understands English may know the meaning of the word "flavor," he is not sufficiently conversant with the process of manufacture to be able to tell whether he is paying too much for his goods or no, or whether he is buying an article which is misrepresented.

From the foregoing, the word "Maple" seems to be able to sell the goods, and we leave it to you to consider whether this situation is healthy to the 55,000 maple syrup makers in Canada—to say nothing of the rights of the poor ignorant consumer, who is often told he is buying pure goods and really thinks so.

The purpose of the American law on the misbranding of maple syrup was admirably defined by Judge Sanborn as being "not to protect experts or scientific men alone who know the nature and value of food products, but to protect ordinary people like you and me."

The Maple Industry Threatened.

You may think, perhaps, I am feeling strongly about this matter, but while the flavor extract article is comparatively new in this country, if it is not stamped out in its infancy, it may, nay, will, take such a hold in a very few years that it will practically stamp out the entire maple industry.

The new standard for maple syrup and sugar, as proclaimed at Ottawa recently, makes maple syrup illegal when containing more than 35 per cent. of water, and maple sugar 10 per cent. of water. This is by far the best work done by the Department at Ottawa, as it necessitates the maple producer to make a syrup that has a more keeping quality, but this new standard fails to provide for protection to the producer as well as to the consumer against adulteration. *What is required is an amendment to the Adulteration Act, making it illegal to use the word "Maple" or any of its derivatives on the labels of any package of syrup, unless the same be guaranteed absolutely pure*, and not a mixture containing compounds of foreign sugar.

NECESSARY PATENT OFFICE CHANGES

By Ernest Belanger

They Would Secure Greater Validity and Value to Canadian Patents. Reliable Classification is Needed. Decisions and Orders of Patent Office Should Be Printed. Additional Expert Examiners Should Be Appointed.

THE continuously and rapidly increasing business of the Patent Office, and the increasing importance of patent matters, renders imperatively necessary several changes in the present practice of the Patent Office. The desirability of these changes has become more and more insistent until it has now reached the point where the entire profession and all members of the Patent Office Department agree that they should no longer be delayed.

Briefly stated, the changes most urgently and most immediately necessary are:

1. The positive establishment of a single, distinct, and definite form of claims as the only acceptable form.
2. Providing uniform and reliable classification of patents and other material for purposes of making examinations under Section 15 of the Patent Act.
3. Copies of all Canadian Patents should be printed.
4. All decisions and orders of the Patent Office should be printed in the Patent Office Record.
5. All documents filed in the Patent Office should be of a permanent nature and readily readable.
6. An Attorneys' room should be provided.
7. Rules and regulations governing the right to practise before the Patent Office should be established.
8. More examiners.

Form of Claims.

1. The positive establishment of a single, distinct, and definite form of claims as the only acceptable form.

At the present time, the Patent Office practice is in a very discouraging and perplexing condition. This is due to a fairly recent decision of the Honorable Deputy Commissioner, under date of May 2, 1910. The substance of this decision is, that the Patent Office prefers to accept the usual and well known, self contained, form of patent claim, wherein each claim is complete in itself; although, if an applicant persist, the Patent Office will accept the inter-reference, or British form of claim, wherein the claims are not separate and distinct but refer one to the other to complete their meaning. The result of this unusual and perplexing state of affairs is that applicants for patents are permitted a doubtful choice between two totally different forms of claims, one of which is preferred. This certainly places the Patent Office in a most unenviable position, while at the same time raising grave questions as to the possible interpretations of the two different forms of patent claims when the patents are contested in the Courts. The inter-reference form of patent claims is taken directly from the British patent practice. In that practice, the claims are made inter-reference for the simple reason that such form exactly meets the requirements of the British Patents and Designs Act. In that Act it is provided that the invalidity of any one single claim completely invalidates all other claims and the entire patent. Therefore, it is quite allowable to permit a claim to refer to another claim in order to complete its meaning. The Canadian Patent Act, on the other hand, provides exactly the reverse. In Section 29 it is provided that a patent may be void in part and valid in part. In order to determine clearly what part may be void, and what valid, it is, obviously, essential to have clear cut division between the several claims. This has long been acknowledged and rigidly followed and enforced by the Patent Office until the recent decision of the Deputy Commissioner of Patents, above referred to. From the date of the founding of the Patent Office until the date of this recent decision, there has been but one uniform practice as regards the form of patent claims. During that entire practice the Patent Office has uniformly insisted that each and every claim should be a self-contained entity, complete and independent, and in all respects separate and distinct from every other claim. This has been in exact accordance with the wording and intent of the several patent acts up to and including the present one. It has been followed by all Canadian Courts in determining whether or not patents were valid or void as to one or more claims.

In the United States.

This separate and independent form of patent claims is the one which has been continually in use in the United States, where the patent law on this point is almost identical in substance with the Canadian Patent Act. In the United States it has served admirably throughout the entire life of the Patent Office and under a vast amount of patent litiga-

tion. As shown by the annual report of the Commissioner of Patents, over 70 per cent. of the Canadian patents are applied for by residents of the United States. Of the remaining 30 per cent., from 15 to 20 per cent. are applied for by residents of Canada. This leaves a total of from 10 to 15 per cent. applied for by residents of all other foreign countries; England, Germany and France being about the most important. Thus, out of the total number of applications annually filed, there are certainly not more than 6 per cent. filed by residents of England, and England is the only important country in which the British or inter-reference form of claims is in vogue. Furthermore, in the great majority of cases, a British applicant for a Canadian patent files, simultaneously therewith, a corresponding United States application. In filing the United States application, the United States Patent Office insists upon the separate and independent form of claims. This, of course, the British attorneys know beforehand and prepare the application accordingly. Therefore, it should certainly be no hardship on them to require them to adhere to the long established and officially approved practice of the Canadian Patent Office on this point.

In other words, more than 94 per cent. of the applicants for Canadian patents have always been accustomed to preparing and filing the separate and independent form of claims. It hardly seems logical to upset a long established and officially approved practice merely because there is a possibility that a maximum of 6 per cent. of the applicants may possibly find it more convenient to have a different form of claim. This is especially true when it is so clear that this possible 6 per cent. cannot be damaged by requiring them to stick to the established practice of the Canadian Patent Office, instead of leaving them free to follow the practice of the British Patent Office, if they persist. Already, this sudden and unexpected change in the practice has caused great misunderstanding and confusion, both within the Patent Office at Ottawa and among practitioners and applicants.

The Commissioners Power.

Under Section 62 of the Patent Act, the Commissioner is authorized, subject to the approval of the Governor-in-Council, to make such rules and regulations and prescribe such forms as appear to him necessary and expedient. Acting under this section, the Commissioner did prescribe a definite and fixed form of patent claim, the form wherein each claim is separate and independent. This form was approved and passed by Order-in-Council under date of February 23, 1904.

Under the present condition of affairs it would seem that the courts would probably have to refer to the British Patents and Designs Act and the decisions thereunder in order to decide a case involving the British form of claims in a Canadian patent; whereas they would have to refer to the Canadian Patent Act and decisions thereunder in order to decide a case involving the separate or independent form of claims. The same perplexing questions arise among practitioners when they are called upon to give opinions as to validity, infringement, etc. Yet, both types of patents are granted by the Canadian Patent Office, under the Canadian Patent Act.

It is evident that it is absolutely essential to decide definitely upon one form of patent claim which will be accepted by the Patent Office, all other forms being positively refused. It is also clear that this point should be settled at the earliest possible date, in order to minimise, as far as possible, the damage resulting from the present unsettled practice.

Classification.

2. Provide a uniform and reliable classification of patents and other material for purposes of making examinations under Section 15.

One of the chief requirements to be complied with before a patent can be granted is that of novelty, as referred to in Section 7 of the Patent Act. To determine this point, a thorough and reliable search must be made by Patent Office officials, as provided in Section 15. Furthermore, according to the Patent Act, as construed by the courts, prior publication or prior patenting anywhere in the world will bar the granting of a corresponding Canadian Patent, except as provided for in Section 8 of the Patent Act. Therefore, it necessarily follows that the officials charged with making the examination under Section 15, should have easy access to copies of all patents of the world, so far as possible, and all publications which would be likely to be of assistance, especially scientific journals and reports, authoritative or well known books, articles, and works on sciences and manufactures, leading trade journals, etc. The patents in all branches of industry, should be carefully, accurately and reliably classified and cross-referenced so that the officials may quickly, easily, and reliably examine any desired branch or group, or sub-group, and determine, with a fair degree of certainty, the existence or non-existence of an anticipating patent or article. There is already in existence a fairly safe index to articles in the various publications, scientific books, etc. This is Poole's index. It could be readily supplemented and enlarged upon by means of card index systems for the particular branch or group in charge of any particular examiner if desired.

Inadequate Records.

At the present time, the Patent Office records are totally inadequate for purposes of the examination referred to in Section 15. There are no scientific works or books, only one or two periodical scientific publications, and only one or two trade journals. There is one pretty complete set of patent drawings and claims of Canadian patents, accessible to the examining officials. There is one fairly complete set of British patents bound in book form and accessible to the examining officials. Also, some of the examining officials have a few unbound copies of British patents. In order to search the patents in the bound volumes of British patents, a clumsy and time-wasting system of index and abridgement must be resorted to. As a result of such a system, it is often necessary to take down 100 or more separate volumes and examine a patent in each, with the final result, probably, that none of them apply to the case in hand. If these patents were properly classified in unbound form, the whole 100 or more could be readily examined in less than ten minutes; whereas, under the present method, a half-day would be a very short allowance. A considerable proportion of copies of the French patents, unbound, are on file. Portions of these are with various examining officials, but the majority of those on file are, apparently, in storage in what is known as the patent office library. Some time ago, one of the examining officials attempted to classify such of the French patents as had been received. In doing so, he followed the French classification instead of the Canadian system. There is, of course, no uniformity between the two. The result is that a search among these French patents, such as are on file, necessitates the use of an index, as in the case of searching the British bound patents. The delay here is even greater than with the British patents, because the loose patents can not be handled as easily or as quickly as the bound ones. Furthermore, there is great probability of mutilation, loss, and misplacing of copies, thus rendering the fragmentary records even more deficient. With the copies of United States patents, now by far the most numerous in existence and also the most easily obtained, the condition is even more fragmentary and unsatisfactory than with the British. Up to November 1st, 1911, 1,007,658 United States patents had been granted. Of this large number, only a few thousands of copies are on file

in the Canadian Patent Office in the shape of unbound copies, accessible to the examining officials. A somewhat greater number of the United States patents are bound in large, bulky volumes and stored in what is known as the patent office library. To search through these volumes is a tedious and well-nigh endless task conducted in the same manner as in searching the British copies of bound patents, except that the abridgement is omitted. However, due to the much more highly developed state of industrial arts in the United States, and the correspondingly large number of patents in each and every line of invention, such search through the United States volumes is much more time-consuming and unsatisfactory.

Hopeless Confusion.

There are also on file a few Australian, Mexican, and Japanese patents, but in very inaccessible shape and practically valueless for purposes of making searches.

There are no copies of any foreign patents except those above mentioned.

Due to the very fragmentary and inadequate material on hand, the inadequate classification, and the lack of uniformity in such inadequate classification, it is an almost absolute impossibility for the examining officials to make a thorough and reliable examination as called for by Section 15. They do their best. But their best, under existing circumstances, is of little value. A great many Canadian patents are invalid on their face, purely as a result of these conditions.

It is therefore evident that a complete, reliable, and accurate classification of all obtainable patents should be made, maintained, and kept continuously up-to-date; and that a like classification of scientific books, works, and periodicals, trade journals, and technical treatises, and other works, should be made, maintained, and kept continually up-to-date.

These, of course, should all be accessible to the examining force of the Patent Office and to attorneys.

Printing is Necessary.

3. Copies of all Canadian Patents should be printed.

One great obstruction in obtaining printed copies of foreign patents for the records of the Canadian Patent Office lies in the fact that the copies of Canadian patents are not printed. The foreign countries which print loose copies of their patents are not prone to exchange them with the Canadian Patent Office and receive in return only blue prints or similar copies of the Canadian patent drawings. If the Canadian Patent Office would print loose copies of its patents, complete, the matter of the interchange with other foreign countries could be arranged with comparative ease. They are all desirous of extending and completing their records just as Canada should be. Furthermore, by printing the copies of patents, there would be available for other work in the Patent Office a considerable number of clerks and copyists now employed exclusively in making typewritten and blue print copies. If such clerks could not be profitably employed elsewhere in the Patent Office, they could be dismissed with a considerable saving to the Department. By printing these copies, it would be possible for the Patent Office to adopt a much simpler, more economical, and more accurate and reliable method of filing, recording, and altering the numerous applications received daily. Only a single copy of the specification, claims, and drawings would then be required, whereas now a duplicate copy of the specification and triplicate copies of the claims and drawings are required. This feature is particularly provided for in paragraph 6 of Section 13 of the Patent Act. The adoption of such a method would reduce the bulk of the department mail to practically one-half of its present amount and at the same time provide a much clearer, much more accurate, and much more accessible record than is at present possible.

Copies for Sale.

A sufficient quantity of these patent copies could be printed to provide a stock for sale at a moderate price per copy. The amount thus realized would go a long way toward defraying extra cost of printing. At present, the exorbitant price of typewritten and blue print copies is practically prohibitive and only such copies as are absolutely necessary are ordered. In a great many instances, a client will pay an attorney to make a brief search among the United States Patent Office records to see if there is a corresponding United States Patent and if there is, he will order a copy from the United States Patent Office. The total of the attorney's fee and the cost of the copy of the United States patent is less than the cost of the copy of the corresponding Canadian patent.

Furthermore, these typewritten and blue print copies are very bulky and unwieldy. It is impossible to use them successfully in classification, as is clear on reference to the various examiners' classifications wherein the entire specification of each patent is omitted, leaving only the cardboard drawings and, in most cases, the claims. With printed copies, it would be possible to have a full and complete copy of each patent in the place of each of the present cardboard drawings, without requiring as much space as is necessary at present with only the cardboard drawings and claims. Thus, a great deal of valuable time would be saved to the Examiners which is now lost by the necessity of looking up the specifications of particular patents to determine doubtful points.

Already, the Patent Office is printing, monthly, the "Canadian Patent Office Record," etc., the *Rules* and *Forms* of the Patent Office, and *The Patent Act*, the last two named being distributed free of charge. "The Patent Office Record" includes a full copy of the claims and reduced photo-lithographs of at least one figure of the drawings of each and every patent. It would require a comparatively small increase to include the specifications and enlarge the photo-lithographs, thus printing complete copies.

It is evident that a great many needed advantages will accrue as a result of printing the copies of patents, and the work of the Patent Office would be greatly facilitated in many ways, while at the same time there would probably be an increased revenue from several sources, besides the direct sale of patent copies. Beyond question, the number of copies sold would be very greatly increased almost immediately.

The "Record."

4. All decisions and orders of the Patent Office should be printed in the "Patent Office Record."

At the present time, the only printed publication in the nature of patent copies is the official "Patent Office Record." So far as it goes, it answers its purpose very well. As concerns patents, however, it contains only the claims and photo-lithographs of the patent drawings. It does not contain departmental orders affecting Patent Office practice; nor does it contain any decisions of the Patent Office officials, or decisions of the Courts. At present, there are many points of the Patent Act, both as regards prosecution of patent applications through the Patent Office and as regards prosecution of petitions under Sections 38, 39, 40 and 44, which may be very easily interpreted differently by different minds. At the present time practitioners before the Office have absolutely no authoritative guide by which to judge as to the proper interpretation of these numerous doubtful points, simply because all authoritative Patent Office decisions are kept in manuscript form and not accessible. The printing of such decisions in the "Patent Office Record" would be of great value to the patent law profession, as showing the accepted interpretation of doubtful points in the Act; a great many petitions and appeals would thereby become unnecessary, and

much valuable time would be saved; the Patent Office practice would become firmly and reliably settled on a solid foundation, each doubtful point being adequately established by precedent and subsequent uniform practice; and the "Patent Office Record," as a publication, would more completely fulfill its purpose and become a volume of increased intrinsic value and a valuable book of reference. As matters now stand, practitioners are frequently under the necessity of citing the printed decisions of the United States Commissioner of Patents. in similar cases, and arguing their points by analogy thereto. To say the least, such a course is undesirable and not altogether a dignified position for the Canadian Patent Office, especially when it is very probable that the same point has been definitely settled by some other official of the Canadian Patent Office in a similar case, but cannot be cited as a precedent because it is in manuscript form and therefore not readily accessible.

Section 63 of the Canadian Act would seem to give ample authority for such printing.

Permanent and Readable.

5. All Documents filed in the Patent Office should be of a permanent nature and readily readable.

Under the present practice of the Patent Office, it is possible to file specifications and claims, or amendments, arguments, etc., either in printing, typewriting, or longhand. Furthermore, the ink may be either permanent or non-permanent. If the ink of the documents be non-permanent, which is often the case, the Patent Office records of the particular matter soon become of little value, as the result of the fading out of the ink, thus leaving only blank or nearly blank sheets. Suppose that a patent application is prepared and filed, the specification and claims being typewritten in non-permanent ink. Then suppose that six or eight years later the owner of the patent loses it and applies to the Patent Office for a duplicate copy. By looking up the record, the Patent Office finds that a duplicate cannot be produced from the original. The only printed record remaining is the copy of claims and photo-lithographs of the "Patent Office Record." These, of course, are totally inadequate and the man must do without his copy. The loss, of course, may cause very great damage, particularly in case of a prospective sale or license. With absolutely permanent or non-fading ink, such a result would be impossible and the "Patent Office Record" could always be referred to with absolute certainty. Such a case is, of course, only one of many in which a permanent record is absolutely essential.

Furthermore, many handwritings are extremely difficult to decipher. This, then, is a great additional disadvantage where permanent records are so essential.

It is, therefore, greatly in the interests both of the applicants for patents and the Patent Office, to require such papers to be prepared in permanent or non-fading ink. Such requirement would fall fully within Section 62 of the Patent Act.

Attorneys' Room.

6. An Attorneys' room should be provided.

Several years ago an attempt was made to provide a room in the Patent Office where patent attorneys and their clerks could examine such records of the Office as were accessible. The office soon became overcrowded and this room was taken for members of the Patent Office force. Now there is absolutely no room where members of the profession may make such examinations. They are compelled to go into the Examiners' rooms and ask permission to examine the private records of the Examiners. This, of course, is undesirable, and should not be. Though the Examiners are all very courteous and willing to lend a hand, it necessarily annoys them and takes their time from more important matters. Furthermore, while an Examiner is absent, which occasionally happens, his records, due to the present method of classification, become inaccessible to attorneys.

Attorneys and Examiners.

If an Examiner is busy hearing a case, the attorney must wait until the case is over, wasting considerable valuable time. Again, a single search may extend through a number of different classes of patents. By the time that the attorney has half completed his search, after disturbing several of the Examiners to look over their classifications, he may find himself against a wall by the absence of the Examiner who has charge of the next class or two which he wishes to search. The Examiner may be away on a two weeks' leave of absence and the attorney may have come from a considerable distance out of town. Such a condition is rather exasperating and has occurred more than once. By providing an attorneys' room and supplying it with a uniform classification of the various patents, the whole trouble along this line could be readily and completely solved and satisfactorily settled both for the Patent Office and for the attorneys, resulting in a great saving of time and money for the Patent Office. Such attorneys' room should also be supplied with copies of all decisions rendered under the Canadian Patent Act, including the decisions of the several officials of the Patent Office and the findings of arbitrators in interference cases. Such an arrangement would tend to a much greater uniformity in the practice, before the Patent Office, before arbitrators, and in the various courts. At present, there is no such single and complete collection accessible at any place in the Dominion, though it should be a comparatively easy matter to arrange. With such a collection of decisions to refer to, and with the publication of current decisions as soon as possible after they were rendered, the practice in the Patent Office would, necessarily, soon settle down to a solid foundation and a well recognized course, and there would be little doubt as to the possible merits of any particular case, whereas at the present time it is practically impossible to be at all certain as to what are and what are not the real merits of any particular case.

Established Rules.

7. Rules and Regulations governing the right to practise before the Patent Office should be established.

Since the foundation of the Patent Office there have been no rules or regulations governing the right of a party to practise before the Patent Office. At present, any person may so practise, regardless of his fitness or unfitness. This opens the door to fraud as well as incompetence. The natural result is the tendency to a very low average as to ability throughout the ranks of the profession. The fraud and dishonesty continually practised by some of the profession casts serious and unwarranted discredit upon the entire profession. At present, there is no apparent remedy for this state of affairs. Under the provisions of Section 62 of the Patent Act, the Commissioner of Patents would seem to have ample authority to formulate and devise rules and regulations governing the rights of parties to practise before the Patent Office. In this way the standard of the profession could be greatly raised and fraud and dishonesty reduced to a minimum, thereby giving inventors and applicants a much greater guarantee as to the degree and character of the protection which they would probably obtain.

More Examiners.

8. As shown by the Patent Office report for the year ending March 31, 1910, the business of this branch of the Department of Agriculture has increased considerably. During the twelve months covered by the report, 7,789 applications for mechanical patents were filed. During that time the whole Examiner

corps comprised but 15 men, without assistants. This means that every Examiner had an average of 519 applications to examine and pass upon during the year. In this connection, it should be borne in mind that the Examiners are first supposed to carefully and thoroughly read and consider every part of each application, first, to see whether all formal requirements of the Patent Act have been complied with; and, second, to get a clear understanding of the invention for which patent protection is claimed. After this has been done, the Examiner must comply with Sections 15, 17, and 18 of the Patent Act. Under the most favorable conditions (*i.e.*, with all possible material at hand and well classified) an examination under Section 15 would require, in all probability, half a day, for the average application. It certainly requires a full half-day to properly study the average application, preparatory to making the examination. Thus, the initial work of an Examiner on the average case requires one full day for each application. Suppose that the application is found to be formally acceptable and free from anticipation of every kind. In such case, the patent issues and only one day is consumed in the Examiner's work. However, the majority of applications are not found free from anticipation. Thus, the Examiner must make and send out his report under Section 18. This requires a little time—perhaps from one-half to one hour. Then follows the attorney's reply, generally in the form of an amendment embodying new claims. The new claims nearly always require another examination under Section 15. This, of course, requires more time from the Examiner. In a very large number of cases the applications are amended three or four times, different or new claims being presented with each amendment. Each time that new or different claims are presented, the Examiner must make another investigation under Section 15. It is therefore evident that the proper consideration of an average application should require considerably more than one complete day, under the most favorable conditions and with the best facilities. As previously stated, the conditions are far from favorable for examinations under Section 15. Consequently, such examinations, to be of any real value, must consume a great deal more than a single day per application—yet, each Examiner is given an average of $1\frac{2}{3}$ applications per day, despite the manifest impossibility of giving his work anything like the proper attention provided for by the Patent Act.

Issue of Invalid Patents.

The natural result is the continual issuing of a great number of invalid patents, throwing discredit on the Patent Office, and causing great uncertainty among manufacturing patentees. Such a deplorable condition could be largely corrected and the validity of the average patent could be much better insured by appointing a few more Examiners—a sufficient number to permit each application to be carefully and thoroughly examined in accordance with the meaning of the Patent Act. For instance, in the United States Patent Office where the arrangements and conditions are known to be much more favorable for examinations as to novelty, the force of Examiners, at present, is about 360, the number of applications filed during the year of 1909 being 64,408, giving an average of about 179 applications per year per Examiner, or a little over one-third as many as each Examiner in the Canadian Patent Office has to deal with. This gives each United States Examiner an allowance of approximately two days' time for the complete consideration and treatment of each application, under fairly favorable conditions and with a pretty good classification to facilitate his examination of possible anticipating material, whereas each Examiner in the Canadian Patent Office is given only about three-fifths of one day (a little over one-fourth as much time) for the complete consideration of each application, with conditions far more difficult and a very incomplete and fragmentary classification.

It is clearly evident that the proper protection of the rights of the inventors and patentees requires a considerable increase in the number of Examiners in the Patent Office.

HOW TO DISPOSE OF FOREIGN EXCHANGE

By H. M. P. Eckardt

Canadian Exporters Should Insist on Getting London Bankers' Credits in Order to Make the Process of Collection Cheap in Countries Like the South American Republics. Might Cause Reduction in Selling Price.

IN inviting me to write an article for INDUSTRIAL CANADA the editor has suggested that I deal with the subject of Foreign Exchange. Certain members of the Canadian Manufacturers Association who are accustomed to export goods to various foreign countries find that the cost of disposing of the exchange representing these sales, or rather of effecting collection from the foreign purchasers, reaches such large proportions in some instances as to wipe out the greater part of the profit on the sale of the goods.

Some exporters claim that the banks charge for collecting bills payable in some countries in the Western Coast of South America, as much as 4 or 5 per cent. Naturally, such rates are looked upon as excessive, and as tending to obstruct the development of Canada's export trade.

As I personally had never known of any of the Canadian banks charging such exorbitant commissions as those here complained of, I addressed inquiries to responsible officials of two important Canadian banks, both of which operate heavily in all kinds of foreign exchange. Both of my correspondents expressed ignorance of any such rates of exchange being charged. One says, "If there are any large number of members of the Canadian Manufacturers Association who are now paying a commission of 4 to 5 per cent. for their overseas collections, I would be glad to be furnished with a list of their names, and they will very soon hear of something to their advantage." He further expresses the opinion that for a commission of 1 per cent. his bank would make a collection almost anywhere on earth, provided it was payable at a place having a bank.

The other correspondent refers pointedly to the keenness of the competition among the Canadian banks; and it is easy to see that he does not believe any bank in the Dominion could charge those rates and hold its customers.

Interest Distinct from Commission.

It seems altogether probable that the exporters who feel that they have ground for complaint against the banks in

regard to the expense of collecting some of their overseas accounts have been confusing interest with commission. In order to make the matter absolutely clear the following illustrations are given.

In the first case the manufacturer exports goods to England. As soon as shipment is made he draws a bill of exchange on the consignee; or it may be that he draws the bill on a London bank which accepts on the consignees behalf. In either case the exporter's bank in Canada takes the bill of exchange from him at a commission which is measured by a small fraction. The exporter thus has his money at once.

It should be remembered however that the bank buys this bill outright, less a commission of a small fraction of 1 per cent., because it can sell it in the New York exchange market next day, or in two days if it wishes to do so. For such bills on London, Liverpool, Paris, Berlin, Hamburg, and other great European import centres, New York offers a steady market. Going a little deeper, we find it is the case that New York stands ready to buy these bills because they are immediately available for discount in London, Paris, and Berlin.

In the second case let us say the Canadian manufacturer exports goods to Santiago, Chile. On making shipment he draws a bill of exchange on the consignee and takes it to the bank. In this case the banker does not offer to buy the bill outright for a small fractional commission. Quite probably he will suggest that the customer leave the bill for collection, or as collateral security. If the exporter agrees, the bank will forward the bill to Santiago, Chile. The bank cannot sell this bill in the New York exchange market; and the bill is not available for discount in the regular course in the London, Paris or Berlin markets. So it is necessary to send the bill direct to the place on which it is drawn. To quote one of my correspondents, "The cost of collecting upon the South American republics is high on account of the process which has to be followed by the banks in making the collections, for instance, the bill first has to be sent to the South American point, which takes perhaps six weeks—the conditions and terms of the purchase are as a rule that the bill of exchange should be drawn at ninety days' sight payable by a ninety days' sight bill upon London—the London bill given in payment takes another six weeks to reach London, consequently about 24 weeks elapse from the time of purchase of the bill in Canada before the (South American) banker's drafts at ninety days sight in payment become available for discount in London. In addition to this the collecting bank charges a commission and there are also charges to be paid for bill stamps, etc.; consequently, until the banker's draft in payment reaches London the transaction must be regarded as based upon *interest* as far as the banker is concerned.

Bank Protects Itself.

This explanation makes it clear why the process of collecting bills on South America is more expensive. Obviously the Canadian exporter could not reasonably expect his bank to buy outright his bill on a South American point at a commission of ¼ or ½ per cent. or so, when the bank will not get its money back for five or six months. It is quite probable that if the exporter insisted on the bank's buying the bill outright the bank would take 4 or 5 per cent. from the face of the bill to cover the interest on its funds for five or six months and the cost of collecting in every case wherein the bank was asked to do this it would of course calculate interest for the *maximum* time which might elapse before its funds would be available in London. That is why it will usually pay the exporter to have the bill lodged for collection or on collateral.

The exporter probably has a line of direct or indirect advances from the bank; and if he sends the foreign bill on collection he will pay interest on the amount of the bill for the actual time which it takes the bank to collect it. If he insists on the bank buying the bill outright the proceeds will be credited on account of his indebtedness, but he will perhaps pay interest on the bill of exchange for one month or six weeks more than the time actually required to collect it, as the bank will want a margin of about that much to protect it from chances of delay in realization.

Canadian Exporter Suffers.

Collecting in this manner bills drawn against exports to South American and other far-away foreign countries is expensive. An undue share of the expense is thrown upon the Canadian exporter. He is obliged to bear the whole interest cost; and, as remarked above, the cost probably wipes out the greater part of the profit on the sale of the goods. Perhaps it is the case, in a number of transactions, that the South American or other foreign buyer would not buy from Canada unless he had the advantage referred to above. That is to say, in some cases he might not buy from the Canadian manufacturer unless the latter bore the whole interest cost on the purchase money for the five or six months required to effect collection of the bill of exchange in London funds. Whenever that is the case it is not easy to see how the proceeds of these sales can be made less expensive for the exporter. But if the Canadian manufacturer is in position to insist upon the South American or other foreign purchasers supplying London bankers' credits whenever they buy his goods, the effect would be to throw the greater part of this interest cost upon the shoulders of the purchasers. When a Canadian importer desires to buy goods in Europe he gets from his Canadian bankers a commercial credit which authorizes the European seller to draw direct on a London bank for the amount of the transaction. Because he sends this London credit the Canadian importer deals on a more satisfactory basis. The European party who sells to him is able to dispose of the bill on London at once on satisfactory terms. He could not so dispose of a bill on Canada.

A Solution of the Difficulty.

If the Canadian exporter also insisted on getting London bankers' credits in selling to South America, the process of collecting would be inexpensive. The South American purchaser would then go in advance to his home bank and get a commercial credit on London. This credit he would send to the Canadian exporter. The credit would be an instrument by virtue of which the South American Bank authorized the Canadian exporter to draw direct on a London bank for its account. Then as soon as shipment is made the Canadian exporter goes to his banker with the shipping documents and a bill is drawn on the London bank. The proceeds of the bill are passed at once to his credit minus a small fractional commission, in exactly the same manner as if he had sold to a Liverpool or Glasgow purchaser.

The question arises, could the Canadian manufacturer retain his trade with South America if he insisted on getting London bankers' credits in every case before agreeing to sell there? Probably the sale price in Canada would have to be lowered, as it would cost the South American more to provide the London credit (he would have to provide the funds in London to meet the bill when due, and he would have to pay the London banker and his own bank for their services in providing the London acceptance.) But under these circumstances the Canadian exporter could afford to make some abatement of his selling terms if it were necessary to do so. It is likely that in some cases the Canadian seller could, by merely insisting on it, get the London credits without abating his selling prices. This would apply in the case of goods which could not be secured elsewhere than in Canada at the same level of cost.

NEW U. S. FEDERAL LAW FOR COMPENSATION

The Sutherland Commission Has Returned Its Report to President Taft Enclosing a Bill Which Will Introduce Many Radical Changes in Administration of Compensation for Injuries or Death to Railway Employees.

A BILL to provide an exclusive remedy and compensation for accidental injuries, resulting in disability or death, to employees of common carriers by railroad engaged in inter-state or foreign commerce, or in the District of Columbia, and for other purposes, has been drafted by the commission appointed by a joint resolution of the United States Congress on June 25th, 1910, to make a thorough investigation of the subject of employers' liability and workmen's compensation.

The commission consisted of the following: George Sutherland, U. S. Senator, *Chairman;* George E. Chamberlain, U. S. Senator; William G. Brantley, M. C. ; Reuben O. Moon, M. C.; W. C. Brown, *President New York Central Railroad;* D. L. Cease, *Editor "The Railroad Trainman."*

It was given until March 1st, 1912, to make its report.

The Bill.

Stated in brief and general terms, the bill drafted by order of the commission provides that every common carrier engaged in interstate or foreign commerce by railroad shall pay compensation in the amounts specified in the bill to any of its employees who, while employed by such employer in such commerce, sustains personal injury by accident arising out of and in the course of his employment and resulting in his disability, or to his dependents in case of death.

Common Law System Inadequate.

"The commission," says the report, "was unanimously of the opinion that the existing system of employers' liability based upon negligence, with the defenses of assumption of risk, fellow-servants' fault, and contributory negligence, no longer met the requirements of modern industrial conditions; that in substance these doctrines of the common law, originating under comparatively simple conditions, were unjust as applied to the complex relations of master and servant (as now existing) and to the use of complicated machinery and the great and dangerous forces of steam and electricity of to-day, and in operation resulted in waste, deplorable antagonism between employer and employee in giving to a few injured employees large and sometimes extravagant damages, while leaving the great majority to bear the entire burden without any recompense whatever."

Congress Has Power.

At the beginning of the investigation, considerable doubt existed as to the validity of a Federal law on the subject of workmen's compensation, but after hearing expert evidence the commission decided that "it is within the power of congress to enact under the commerce clause of the Constitution a thoroughgoing workmen's compensation law applicable to interstate carriers and their employees while engaged in interstate commerce."

Principal Clauses of Bill.

The bill, which will affect about 1,600,000 employees, appears to be clear cut and comprehensive. It stipulates that the remedy it affords shall be exclusive, and that all existing common-law and statutory remedies, so far as future cases are concerned, shall be abolished.

It is made the duty of the employee not later than 30 days after the accident, and, in case of death, the duty of one or more of his dependents, to give notice of the accident, with the particulars thereof, to the employer. Provision is made by which under certain circumstances the giving of notice is excused, but in any event the notice must be given within 90 days; except that where the injury has resulted in the absence of the employee from work for at least two days, and within such period of 30 days the employer has actual knowledge of the injury or death, and in cases where the death results within 24 hours from the accident, notice is not required.

After the expiration of 14 days from the injury it is made lawful for the employer and employee to settle by agreement, according to the limitations of the act, the compensation due. This agreement is to be in writing and is subject to subsequent modification by the parties.

It is made competent for the employer and his employees to organize and constitute arbitration committees for the purpose of settling disputes and awarding compensation under the law. The powers of this committee may be invoked by either party upon written request consented to in writing by the other party. The award of the committee is made final, except that it is subject to review within a period of two years by the adjuster.

Adjusters and Appeals.

The United States district court in each district, within 30 days after the act takes effect, is directed to appoint a competent person to be known as adjuster of accident compensation, and provision is made for the appointment of additional adjusters as required. Each adjuster is to receive a salary of not less than $1,800 nor more than $3,000 per annum, to be paid by the Government, the amount within these limits to be fixed by the Attorney General of the United States.

Each adjuster is to have jurisdiction of cases arising under the act within the district for which he is appointed, except in certain specified contingencies.

In default of agreement or settlement by the arbitration committee either party may institute proceedings before the adjuster for the settlement of the claim by petition setting forth in ordinary language the facts, to which petition the defendant may answer, including in such answer all questions of law and fact. Provision is made for a jury trial upon demand, and also for appeals to the Circuit Courts of Appeals and to the Supreme Courts as now provided by law in other cases.

Schedules of Compensation.

For the purpose of fixing compensation the monthly wages of the employee are deemed to be 26 times his established day's pay, but in no case shall they be considered to be more than $100 or less than $50 a month; except that where the monthly wages of the employee are less than $25 per month, payment for the first 24 months of disability shall not exceed the full amount of the monthly wages. All compensation under the act is to be paid monthly unless commuted to a lump sum.

Death Benefits.

In case death results from the injury, monthly payments are to be made for a period of eight years to the following dependents:

For a widow alone, 40 per cent. of the monthly wages.

For a widow and any child under the age of 16, or dependent child over the age of 16, 50 per cent.

If no widow, but any child under the age of 16, or dependent child over the age of 16, if one such child, 25 per cent; if more than one, 10 per cent. for each additional child, not to exceed a total of 50 per cent. for all.

If the number of children subsequently be reduced to less than four the payments are to be correspondingly diminished.

In the event of the widow's death or remarriage before the expiration of the eight years, payments are to be continued to the children, if any, for the unexpired period.

If no widow or children, 15 per cent to the parents, if partially dependent; if wholly dependent, 25 per cent, if only one; and 40 per cent. if both parents are dependent.

In case there be none of the foregoing dependents, provision is made for payments to any brother, sister, grandparent, or grandchild, who may be wholly dependent upon the deceased, and smaller payments in case of partial dependency.

In case the deceased leave a widow or child not resident of the United States or Canada, there is to be paid a lump sum equal to one year's wages of the deceased, and no compensation to any other non-resident dependent.

In case no dependents are left provision is made for the payment of burial expenses not to exceed $150 and for a contribution toward the burial expenses of $75 where the monthly payments to the dependents are not more than $15 per month.

Payments are to cease upon the death or remarriage of the dependents, or in the case of a child, at the age of 16, unless a child over that age is dependent.

Personal Injury Compensation.

Where permanent total disability results, as, for example, the loss of both legs, both arms, etc., the injured employee is to be paid 50 per cent. of his monthly wages during the remainder of his life; in case of temporary total disability, 50 per cent. during the continuance of the disability.

In case of permanent partial disability, particular injuries are specified, and it is provided that payments shall be made for the various periods of time proportionate to the injury; for example, for the loss of an arm, payments are to continue for 72 months; for the loss of a leg, 66 months; the loss of an eye, 30 months; for the loss of a thumb, 13 months, and so on.

Part of Cost of Transportation.

It is declared to be the policy of Congress that the burden of payments for personal injuries shall be considered as an element of the cost of transportation, and the Interstate Commerce Commission is directed to recognize and give effect to this policy.

It is made the duty of every employer to make reports of accidents, payments, and operations under the law to the Interstate Commerce Commission in such detail as that commission may require. Such report is to be filed and the general results thereof published.

HOW TO PROTECT EMPLOYEES FROM INJURY

By R. H. Newbern

Superintendent of the Insurance Department of the Pennsylvania Railroad.

After Observing Conditions for Many Years, He Tells How His Company Tries to Prevent Accidents. Guards for 3,780 Machines Only Cost $40,000, and Ensured Safety to 50,000 Men. Still Room For Great Improvements.

WHILE the management of The Pennsylvania Railroad Company has ever been mindful of the welfare of its employees in a broad humanitarian way, the active work of safeguarding their lives and limbs, especially in shops and shop yards, may be said to be due first to the issue of some books by several of the large Liability Insurance Companies, calling attention to various safeguards which could be applied to machinery.

In order to ascertain whether we were deficient in this respect, it was considered wise to employ experts of the Travellers' Insurance Company to make a report on two of the larger shops, one old and one new, it being thought that an outside impartial inspection would show the true conditions. The result was such that it was decided to continue the inspection to include twenty-eight of our larger shops, and in order that we might continue the work on our own responsibility a Motive Power Inspector was detailed to accompany the experts of the Insurance Company, with the result that at the end of four months of active inspection work the Railroad Company had the benefit of the experience and the information to enable it to continue the work without further outside assistance. Those inspections were begun in the Fall of 1910, and up to the present time sixty-six shops on the system have been inspected, employing over 50,000 men; and about 3,780 machines and tools have been safeguarded at comparatively slight expense, the cost being estimated at about $40,000. Most of the work was done at the shops, and standard safeguards have been devised wherever possible. The cost of the safeguards has been usually taken care of in the monthly allowance for repairs to machines and tools without asking for any special appropriation.

The Safety Committees.

One of the features in the inspection reports was the appointment of Safety Committees; at first there was considerable difference of opinion as to the character of membership on the committee, and the question was left to the judgment of the various Operating Officials as to the make-up of the committees, with the result that there is wide diversity in the nature of occupation of those committees. As a rule the chairman has not been lower than foreman or someone in authority. While the terms of service vary, there is practically unanimity as to rotation of membership, by which one member of each committee is dropped and replaced at stated intervals, usually three months, thereby insuring that a majority of the members will be experienced and familiar with the work in hand. These committees report quarterly, and the members are paid full time and expenses.

The Committee reports show a deep interest in the work, and one of the first duties of the Committee was to pass upon

the recommendations made by the Safety Inspector, which has been of considerable assistance in the development of additional recommendations of their own. This committee work has also been greatly extended to cover the road and yards, and the reports of these committees show excellent results.

The Reports.

A study of the reports of the various committees shows that they differ considerably in the character of recommendations made and in their individuality, and while the recommendations of some committees refer chiefly to safety features in connection with train movement, others consider features of a mechanical nature; others of construction and electrical hazards. This has suggested the wisdom of exchanging committees on various divisions, which will result in an entirely different line of recommendations.

Since January 1st, 1911, careful records have been made of the reports of accidents in shops, and the serious accidents show the marked decrease from about 300 per month to slightly over 100. While this experience is gratifying we feel that greater results can be accomplished, especially on the road. The safeguarding of machinery and improvement of shop practices may be considered comparatively easy, but we feel that the ground has scarcely been scratched. In the shops, after everything has been done to safeguard the machinery, there are questions of sanitation, lighting and improvement in work surroundings which are bound to result in better health and greater efficiency. On the road there are great possibilities in safeguarding employees through the elimination of what have heretofore been considered ordinary risks, such as covering culverts, increasing clearances and the removal of obstructions along the track or right-of-way, as well as the issuing of bulletins giving the causes of accidents which will help to develop the safety trend of mind.

We feel that while much has been accomplished, there remains still more to be done, and the success which has been reached and which we hope to achieve is and will be due entirely to the hearty spirit of co-operation on the part of every officer, as well as the employees as a body.

WORKMEN'S COMPENSATION IN GERMANY

The Report of the Imperial Insurance Office of Germany Presents Interesting Statistics and Information Regarding Industrial Accidents to Employees.

THE Imperial Insurance Office of Germany makes a practice of issuing at ten-year intervals special studies of the principal facts regarding the accidents compensated in the selected year. The principal purpose of these studies is to indicate the possibilities of improvement in the prevention of accidents and in the medical, surgical, and other treatment of the injured workmen, with the view of restoring the largest possible measure of their earning capacity. The national compulsory accident insurance system of Germany includes practically all the manufacturing, building, extractive, and transportation industries of the country; and the study of the accidents compensated under the national system includes nearly all of the accidents occurring in the course of employment of a workman. Having at their disposal information relating to accidents covering a period of twenty-five years, the experts of the insurance office have been enabled to present the salient facts regarding industrial accidents in a manner which makes the material of great value to other countries. Under the German system the accident insurance is administered by mutual associations of employers, the employers in each industry being organized into one or more associations. These administrative organizations are used in the studies of accidents as the basis of classifying the industries of the country into industrial groups.

What Employers' Associations Do.

The employers' mutual accident insurance organizations make provision only for those accidents which result in death or in disability lasting longer than thirteen weeks. Another series of organizations, the sickness insurance funds, makes provision for accidents causing disability of less than thirteen weeks. The employers' mutual accident associations defray the cost of the accident insurance by means of assessments based on the amount of their payrolls, modified by a system of risk rating based on the number of accidents occurring in the various plants; it is directly to the financial interest of each employer to adopt all possible means for the prevention of accidents, and since compensation is paid to the injured workman in the form of a pension during disability, any betterment in the physical condition of the injured workman which would improve his earning capacity thereby reduces the financial burden on the employers. These facts, in addition to humanitarian considerations, have led the employers' association to make heavy expenditures in the enforcement of preventive measures and in the medical treatment of the injured workman. Thus in 1897 the expenditures for medical treatment were $237,747, and in 1907 they had increased to $505,250; for the enforcement of preventive measures expenditures in 1897 were $236,769, and in 1907 were $355,400. The total number of establishments subject to the insurance in the year 1907 was 673,095; but this number does not include establishments conducted by public authorities, or those whose insurance was conducted by the subsidiary institutes. The number of persons subject to the insurance in 1907 was 9,879,016. Some of the facts brought out by the reports are most valuable as showing German experience. It is found that in the period 1897 to 1907 there has been a decrease in the rate for accidents causing death: a decrease in the rate for accidents causing total permanent disability, and also for accidents causing partial permanent disability; while there has been a marked increase in the rate for accidents causing temporary disability lasting longer than thirteen weeks.

Arranged in order, the lowest coming first, the following ten industry groups show the lowest accident rates: Tobacco, clothing, textiles, printing, pottery, paper, glass, railways (private), chimney sweeping, and marine navigation. The accident rate for males is higher than the rate for females. Injuries to workmen occur with some uniformity throughout the various months of the year, with a slightly higher rate in October. Workmen are injured more frequently on Monday forenoon and on Saturday afternoon than during the rest of the week. They are injured more frequently in the latter part of the forenoon and in the latter part of the afternoon than during the rest of the day. Of those injured, about 5 per cent. were injured during the first hour that they were at work, 8.6 per cent. were injured during the second hour, 9.2 per cent. during the third hour, 11.3 per cent. during the fourth hour, 12.2 per cent.

during the fifth hour, the highest for the day; for the rest of the working day the percentage is irregular. Injuries are most frequently by fractures, contusions, etc., and these injuries occur most frequently to the arms and legs. Workmen are injured most frequently if they have been employed in an establishment for but a short period of time, and they are injured most frequently if they have been employed in an occupation for but a short period of time. Workmen are injured most frequently by working machinery (presses, lathes, looms, etc.). The five most frequent causes of injury are: First, working machinery; second, collapse, fall, etc., of materials; third, loading, unloading, etc.; fourth, falls, falling from ladders, stairs, etc.; and, fifth, railway operation. Fatal injuries most frequently occur from the collapse, fall, etc., of materials. The five most frequent causes of fatal injury are: First, collapse, fall, etc., of materials; second, railway operation; third, falls, falling from ladders, stairs, etc.; fourth, inflammable, hot, or corrosive substances, etc.; and fifth, teaming, hauling, draying, etc. Of the injured workmen sustaining serious injuries, 50 per cent. were still disabled to a greater or less extent at the end of five years. There is much more in these special studies of the Imperial Insurance Office of Germany to interest all the employers of labor and all the employed; and they have furnished the material by which the British and other governments have been largely guided in instituting systems of general insurance.—The Witness.

DEPENDENCE ON IMPORTED FOODSTUFFS.

In his report to the Secretary of State, the Governor of the island of Jamaica states that it certainly is "an absurdity and is strongly significant of the backward condition of the elementary arts of agriculture among the 155,000 landed proprietors of the island, that in a country having no manufacturing population and admirably adapted to the maintenance of cattle, goats, pigs and other stock, and the production of oil bearing plants and trees, that condensed milk..... butter and substitutes, cheese and culinary oils to the value of nearly £100,000 should appear among the imports." This island therefore offers at the present moment a good market for Canadian dairy products, and the position may rather tend to improve than decline, as there is small likelihood of any advance being made in stock raising for dairy purposes in the near future.—*Trade and Commerce Reports.*

STRIKES DURING JANUARY, 1912.

According to the record maintained in the Department of Labor, January was a favorable month from the standpoint of industrial unrest. There were nine disputes in existence, but none of them were of serious consequence. About 1,100 employees and twenty firms altogether were involved in these disputes. The loss in time was reckoned at about 13,000 working days, this being less than half the number of working days lost from a like cause in January, 1911, and less than a third of the number of days lost in the preceding month. The most important dispute was a lock-out of plasterers at Winnipeg, Man. Seven of the nine disputes had been settled, leaving only two in existence at the end of the month, namely, a strike of pulpmill hands at St. George, N.B., and the lock-out of plasterers at Winnipeg, Man., above mentioned. The latter, however, had since terminated.

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THE FUTURE OF PRINCE RUPERT.

That Prince Rupert must be a great shipping centre goes without saying, for it lies five hundred miles nearer the ports of Japan and the East than any of its rivals on the Pacific coast, and, though it is hundreds of miles farther north than any other Canadian port, its climate is so tempered by the warm Japan current that there is good and easy access to it all the year round, with no possible danger from ice. On the other hand, it is very little farther north than Liverpool.

The harbor is of great depth to the very shore; at the Grand Trunk wharves, for instance, even at the lowest of ebb tides, the water is never shallower than twenty-six feet. Huge vessels can therefore tie up close alongside the shore, a great advantage on the whole, though I was told that the sudden depth makes the construction of wharves difficult.—Emily P. Weaver, in the *Canadian Magazine* for February.



Mr. A. A. Wilson,

Elected President of the Board of Trade, Fort William, Ont. He is the youngest man in Canada holding such a position.

"5000 FACTS ABOUT CANADA" FOR 1912.

The 1912 Edition of that popular and indispensable booklet, "5000 Facts about Canada," compiled by Frank Yeigh, the widely-known writer and lecturer, and author of "Through the Heart of Canada," is now out and is replete with new matter, including an outline map of Canada, a calendar and the new Census figures.

A new firm to be known as Differential Axles, Limited, capitalized at $2,000,000, is announced in the *Ontario Gazette.* The head office of the firm is to be in Toronto, and it is likely that a large factory will be built there. The firm will manufacture general traffic and conveyance equipments of all kinds for steam and electric railways.

CHANGES IN FREIGHT RATES DURING FEB.

List of Freight Schedules Filed with the Board of Railway Commissioners During month of February, 1912.

(The first column shows the old and the new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C. R. C.	R. R. No.	Effective.	Description.
Canadian Pacific Railway.			
Sup. 5 E 2141	Sup. 5 E 1737	Jan. 21, '12	Reshipping and stop-over arrangements at C.P. stations.
Sup. 5 E 537	Sup. 5 E 257	Jan. 23, '12	Metallic Shingles and siding from Galt, Preston and Toronto to various stations.
E 2279 Cancels E 2204	E 1878 Cancels E 1800	Feb. 17, '12	Warehouse storage charges at C. P. stations.
Sup. 30 E 2124	Sup. 30 E 1720	Various dates	Commodities between C. P. stations.
Sup. 2 E 2250	Sup. 2 E 1848	Feb. 21, '12	Local switching and inter-switching at C. P. stations.
E 2282 Cancels E 2224	E 1881 Cancels E 1820	Feb. 26, '12	Woodpulp Board. Ottawa and Hull to points in the U.S.
Sup. 15 E 1900	Sup. 15 E 1490	Feb. 7, '12	Paper Commodities from C.P. stations on C.P.R. to stations on C.P.R. and connecting lines.
Sup. 6 E 1286	Sup. 6 E 868	Jan. 29, '12	Chemicals, Paints, etc., from Montreal to points west on C.P.R. and connecting lines.
Sup. 31 E 2124	Sup. 31 E 1720	Feb. 28, '12	Commodities between C.P. stations.
Sup. 23 E 2124	Sup. 23 E 1720	Various dates	Commodities between C.P.R. stations.
Sup. 16 E 1900	Sup. 16 E 1490	Feb. 12, '12	Paper Commodities between C. P. R. stations.
Sup. 3 E 2250	Sup. 3 E 1848	Mch. 11, '12	Switching and inter-switching at C. P. stations.
Sup. 3 E 2148	Sup. 3 E 1744	Mch. 14, '12	Commodities from C. P. stations to points in Eastern U. S.
Sup. 7 E 1666	Sup. 7 E 1253	Mch. 11, '12	Commodities C. P. stations to Boston and Mystic Wharf Mass., for export.
Sup. 32 E 2124	Sup. 32 E 1720	Various dates	Commodities between C. P. R. stations.
Sup. 3 E 2189	Sup. 3 E 1785	Mch. 11, '12	Commodities from C. P. stations to St. John, W. St. John and Halifax for export.
Sup. 6	Sup. 6	Feb. 9, '12	Reshipping, stop-over and special arrangements at C.P. stations.
Michigan Central Railroad.			
1846 Cancels 1773	9065 Cancels 8836	Feb. 15, '12	Class and commodity rates from M.C. stations in the U. S. to points in Canada.
Grand Trunk Railway.			
Sup. 10 E 1880	Sup. 10 C. P. 53	Feb. 17, '12	Paper C. L. from Ottawa, Kinsey and Windsor Mills to points in the U. S.
Sup. 23 E 1686	Sup. 23 S 71	Jan. 19, '12	Switching from Elevator B to Elevator C at Montreal.
Sup 4 E 2431	Sup. 4 C. U. 63	Mch. 1, '12	Commodities from G. T. stations to points in the U.S.
Sup. 28 E 2020	Sup. 28 C. P. 57	Feb. 15, '12	Paper C. L. from Trenton to Delhi and Simcoe, Ont.
Sup. 1 E 2475	Sup. 1 J. 6	Mch. 11, '12	Class rates from M. C. stations. For rates see M. C. tariff, C. R. C. 1414, G. F. D. No. 7916.
Sup. 5 E 2431	Sup. 5 C.U. 63	Mch. 1, '12	Commodities from G.T.R. and connecting line stations to points in the U. S.
Sup. 24 E 1686	Sup. 24 S. 71	Feb. 3, '12	Switching charges at Caledonia, Ont.
Sup. 40 E 2352	Sup. 40 C.Y. 20	Feb. 5, '12	Sugar L. C. L. between G. T. stations and to and from connecting lines, fourth class rates.
Sup. 7 E 1432	Sup. 7 C.A. 66	Jan. 29, '12	Rates on rope restored.
Sup. 1 E 2471	Sup. 1 V. 24	Mch. 2, '12	Classes G. T. stations south of the St. Lawrence river to points in the U.S.
Sup. 1 E 2477	Sup. 1 V. 35	Mch. 2, '12	Classes from G. T. stations north and west of the St. Lawrence river to points in the U.S.
Pennsylvania Railroad.			
JJ 44 Cancels JJ 41	———	Feb. 15, '12	Iron and Steel articles from B. R. tions to points in Canada.
JJ 43 Cancels JJ 14	———	Feb. 15, '12	Machinery C.L. P.R. R. stations to Victoria Mine and Welland, Ont.
Sup. 6 G.O. 301	———	Feb. 15, '12	Commodities P.R.R. stations to points on Grand Trunk Railway.
Sup. 5 F. 42	———	Feb. 23, '12	Classes and Commodities Penn. Co. stations to points in Canada.
400 Cancels 392	———	Mch. 2, '12	Castings, Brass, Bronze, Iron and Steel, Penn. stations to Bridgeburg, Ont.
Illinois Central R.R.			
Sup. 7 A 123	Sup. 7 1769-D	Mch. 4, '12	Commodities from Ill. Cent. points to stations in Canada

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.

224. **Apples.**—A Lancashire firm wants to get in touch with Canadian shippers.

225. **Ash Oars.**—A London, England firm wishes to get the prices of Canadian manufacturers of ash oars who are able to do an export business.

226. **Butter and Cheese.**—A Birmingham firm asks for quotations on butter and cheese.

227. **Canned Pears and Peaches.**—A Havana firm enquires for Canadian exporters of canned pears and peaches.

228. **Caraway Seed Oil.**—An Amsterdam concern asks for prices of Canadian manufacturers on Caraway seed oil.

229. **Cider.**—A Birmingham firm would be pleased to receive samples and quotations on good Canadian cider.

230. **Cheese.**—A Leicester firm is open to receive quotations on Canadian cheese.

231. **Cod Fish.**—Canadian exporters of cod fish should correspond with a Havana firm of commission merchants.

232. **Dried Fish.**—A Liverpool firm wishes to be placed in touch with shippers of dried fish.

233. **Eggs.**—A Cardiff firm is open to receive quotations on Canadian eggs.

234. **Fish.**—A Liverpool firm wants to hear from Canadian shippers of dried and pickled fish.

235. **Flour.**—A Newfoundland firm desires to get in touch with Canadian manufacturers of flour.

236. **Food-stuff.**—A Havana firm of commission merchants would like to hear from Canadian exporters of food-stuff.

237. **Fruit.**—A Manchester firm is open to receive consignments of fruit of all kinds.

238. **Handles.**—A London manufacturing firm seeks supplies of special wood handles, used in the production of baby carriages.

239. **Lumber Vessel.**—A Newfoundland lumber firm wishes to be placed in communication with parties in Nova Scotia and New Brunswick wishing to dispose of a schooner of 120 to 150 tons.

240. **Maize.**—A Birmingham confectioner wishes to purchase maize in Canada.

241. **Maple rollers for mangles and wringers.**—A firm in Norrkoping, Sweden states that they are in the market for supplies of maple rollers for mangles and wringers.

242. **Milk Bottle Caps.**—A London firm wishes to obtain supplies of cardboard milk bottle caps from Canada.

243. **Newspaper.**—A leading importer of newspaper in Havana wishes to establish connections with first class Canadian manufacturers.

244. **Oak Spokes.**—A Manchester firm desires prices and dimensions of oak spokes from Canadian manufacturers only.

245. **Oats.**—Canadian exporters of oats should communicate with a Havana firm of commission merchants.

246. **Paper.**—A London, England firm would like to get quotations from Canadian paper mills.

247. **Printing Paper.**—A large Havana firm enquires for Canadian manufacturers of printing paper of all kinds.

248. **Roller Ball Bearing Skates.**—A Calcutta firm wishes to get in touch with Canadian manufacturers of roller ball bearing skates.

249. **Sardines.**—A Birmingham merchant enquires for Canadian sardines.

250. **Sawdust.**—A Welsh firm wishes to buy sawdust from Canadian lumbermen.

251. **White Wood Dowels.**—A Birmingham firm would like to receive quotations on white wood dowels.

252. **Wooden Chairs.**—A firm in Sydney, New South Wales, wishes to get in touch with Canadian manufacturers of wooden chairs, who would like to export to their market.

253. **Wrapping Paper.**—A Cuban importer wishes to buy large quantities of wrapping paper.

254. **Writing Paper and Envelopes.**—A large Cuban firm wishes to get in touch with Canadian manufacturers of writing paper and envelopes.

AGENCIES.

1. A Belgian firm has an agent in Canada for the purpose of connecting up with manufacturers and others anxious to do an export trade to that country.

2. A Havana firm is in a position to sell beans and green peas on commission.

3. A Havana firm of brokers are in a position to sell wrapping and newspaper on commission.

4. A broker in Havana would like to correspond with Canadian exporters of potatoes.

5. A commission merchant in Havana is in a position to sell beans on commission.

6. A Birmingham commission agent can handle Canadian condensed milk to advantage.

7. A firm in Antwerp, Belgium, will act as agents for Canadian firms desiring to find a market in Belgium for grains, oils, greases, etc.

8. A Chester firm would act as agents for a produce exporter, not already represented in Chester.

9. A business man in Sydney, Australia, would be glad to act as Manufacturers' Agent for Canadian firms.



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AMONG THE INDUSTRIES

Findlay Bros. Co., Ltd., will extend their plant at Carleton Place, Ont.

Mr. F. V. Samwell is interested in the establishment of a tube mill at Fort William, Ont.

Brown, Boggs and Company will build a machine plant, costing $200,000, in Hamilton, Ont.

The Brandon Construction Company will open a woodworking factory at Brandon, Man.

The Dominion Bridge Co are establishing a plant in Calgary which will employ 500 hands.

Nicholson and Bain, Commission Agents, are erecting a warehouse, costing $100,000, in Calgary.

Frederick Stearns and Company, Windsor, Ont., are building a $25,000 addition to their laboratory.

The Berlin Trunk and Bag Company are considering the erection of a new factory at Berlin, Ont.

Messrs. Marsh and Henthorn contemplate the erection of new foundry and machine shops at Belleville, Ont.

A new hotel, costing $150,000, will be erected in Brockville, Ont. Those said to be interested are Messrs. C. W. MacLean, A. C. Hardy, W. H. Comstock and H. Brown.

The Chatham Gas and Electric Light Company, Chatham, Ont., will build an $8,000 addition to their engine room.

Mr. E. Agur, Supt. Canadian Milk Products, Limited, Brownville, Ont., is considering the establishment of a branch factory at Belmont, Ont.

Mr. Walter Dean, manufacturer of launches, canoes and boats, Toronto, Ont., has established a branch at the foot of York Street. His factory will remain at Sunnyside.

The Dominion Sugar Co., Limited, of Wallaceburg, of which D. A. Gordon, M.P., is President, are going to locate a branch factory in Calgary to make beet root sugar.

Mr. H. Dupuis, of the Fleming, Dupuis Supply Company, Chaudiere, is interested in the proposed erection of cement works, costing $1,000,000, on the outskirts of Hull, Que.

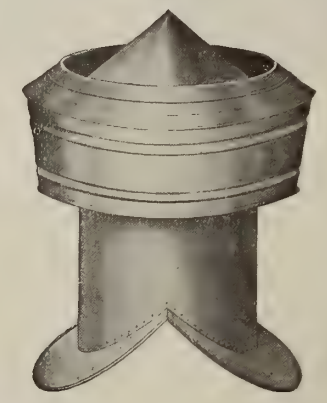
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The C.P.R. is building a hotel in Calgary.

Messrs. Shelly propose to erect a business block in Calgary, Alta.

The Dominion Canners, Ltd., will erect a warehouse in St. Catharines, Ont.

Mr. Geo. Brown is considering the erection of a $200,000 hotel in Edmonton, Alta.

Mr. E. Rechnitzer is preparing to build a $50,000 pork packing plant in London, Ont.

Mr. J. H. Pickard is interested in the erection of a $250,000 business block in Edmonton, Alta.

The London Gas and Power Company are contemplating the erection of a foundry in London, Ont.

The Dominion Canners, Limited, Hamilton, Ont., are preparing to erect a $50,000 factory at Forest, Ont.

Tenders will be called for office and warehouse for the Canadian General Electric Company, of Peterboro.

Messrs, Ernest Beauport and Co., Ltd., are preparing to establish a sand-lime brick plant in Edmonton, Alta.

The C P.R. are preparing for the construction of a six-track repair shop, costing $250,000, at North Bay, Ont.

The Edmonton Brewing and Malting Company, Ltd., are erecting a brewery costing $250,000, in Edmonton, Alta.

The Coquitlam Land Holding and Development Company are interested in the erection of a $200,000 hotel in Coquitlam, B.C.

Mr. J. C. MacIntosh and Co., have secured control of the Nova Scotia Knitting Mills at Eureka, N.S., and will enlarge the plant.

A company known as the Consolidated Pulp and Paper Company, capital $5,000,000, is being incorporated at Fredericton, N.B., for the purpose of manufacturing paper.

The Nova Scotia Knitting Co., of Eureka, N.S., passed into the control of J. C. MacIntosh and Company, Halifax The plant will be enlarged with $25,000 worth of new knitting machinery. Power will be generated by water from the East River, near the mill.

The Wm. Neilson Company are building an addition to their chocolate factory in Toronto, Ont.

The Pittsburgh branch of the H. W. Johns-Manville Company has moved to larger quarters.

The Toledo Computing Scale Company are contemplating the erection of a factory in Windsor, Ont.

Plans are being prepared for a store and office building, costing $450,000, in Vancouver, B.C., for H. Birks and Son, jewellers, Montreal.

Mr. A Durocher has purchased the Tecumseh Canning Company, of Tecumseh, Ont., and will enlarge the plant by installing new machinery.

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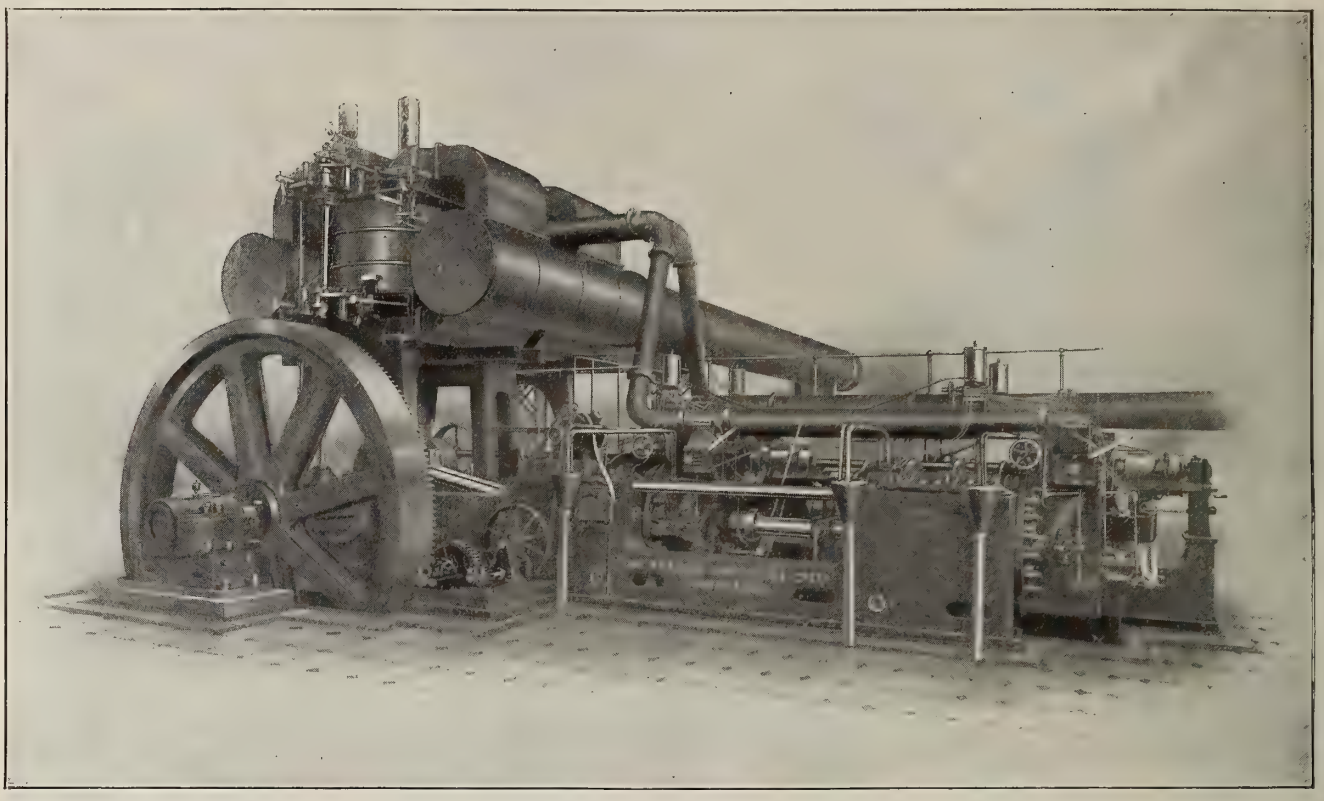
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INDUSTRIAL CANADA

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COMMENT OF THE MONTH.

"Made in Canada."

IT is a strange sight to see a Canadian manufacturer throwing up his English hat for the "Made in Canada" principle. Behold him occasionally in debate, striding on to the platform in American boots, throwing aside his coat of Irish frieze and his French gloves, waving his Scotch-tweed-encased arms, refreshing his dry throat with water from a Belgian glass, and timing his impassioned plea for the support of home industries by a foreign-cased watch. Is this man a consistent economist or a sartorial mosaic? His advocacy of the "Made in Canada" doctrine is as convincing as a bald-headed barber's testimonial for a hair restorer. The late lamented Sultan of Turkey compelled his cook to taste each dish in the royal presence. If by any flight of imagination the Canadian public may be likened to a Sultan, and if, by a greater flight of the imagination, the Canadian manufacturer may be likened to a cook, is there any point to the story?

Boston and the Transcontinental.

THE manufacturers of Canada would like to ask the following questions of Mr. Charles M. Hays, the American President of the Grand Trunk Railway:

1. Is he aware that, in the Transcontinental Railway Bill, Chapter 91, 1903, and in the agreement made on July 29th, 1903, between His Majesty and Sir Charles Rivers-Wilson and other representatives of the Grand Trunk, it is laid down that the Transcontinental shall be "constructed and operated as a common railway highway across the Dominion from ocean to ocean, and wholly within Canadian territory"?

2. Is he aware that the Dominion Government assisted in the construction of the railway on the above understanding?

3. Is it true that, in August, 1911, a charter was granted to Charles M. Hays, Ezra H. Baker and others to build the Southern New England Railroad?

4. Is it true that the State of Massachusetts is enlarging and extending the powers of the above company so as to enable it to build a line into Boston?

5. Is the Southern New England Railroad to connect or to assist in connecting the Grand Trunk Pacific with the port of Boston?

6. Does Mr. Hays intend to make Boston the real eastern terminal of the Canadian Transcontinental while Moncton, N.B. remains the nominal terminal?

7. Is it the intention of Mr. Hays to place the manufacturers of New England in touch with the Canadian market by giving them a direct rail connection?

8. Is it true that the Southern New England Railway will be as much a part of the Transcontinental as the section now being built between the Rocky Mountains and the Pacific Coast?

9. Has he seen the map published by a Boston paper

showing the line of the Grand Trunk Railway running direct from Boston to Montreal, then to Scotia Junction, then to Cochrane and then to Prince Rupert?

10. Is it true that the Transportation Committee of the Boston Chamber of Commerce and the Worcester Board of Trade have passed reports favoring the Grand Trunk extension to Boston on the ground that Canadian ports cannot furnish an outlet for the exports of the great North-West?

According to the budget presented to the House of Commons by Hon. W. T. White, Minister of Finance, the total expenditure on capital account for the Transcontinental, including every liability for interest, etc., will be $252,785,248. The wonderful prosperity of Canada has permitted this enormous outlay without undue strain to the finances of the country. Much of this prosperity is due to the activity of Canadian manufacturers under a protective tariff. Does Mr. Hays intend to repay the Canadian manufacturers by making Boston the ocean terminal of the Transcontinental, and by building sidings to New England factories, so that they may ship their products cheaply into the great Canadian market? Are the people of Canada making sacrifices to build up New England? These questions have been simmering a long time. Mr. Hays must answer them soon.

Is Single Tax Responsible?

"THIS year Vancouver building permits almost warrant the prediction that she will pass both Winnipeg and Montreal in the race for honors." The above statement was made by Walter A. Hillam in an article entitled "The Magic of Single Tax," which was published in the *British Columbia Magazine,* April, 1911. Mr. Hillam attempted to "convince the most incredulous that single tax in Vancouver has encouraged and brought about an unprecedented amount of activity and benefited all classes, from the wealthiest capitalist to the humblest home-builder." His prediction regarding Vancouver's building permits came true. In 1910, the value of buildings represented by permits in the four leading cities of Canada was as follows:

City.	Value of Permits.
Toronto	$21,127,783
Montreal	15,815,859
Winnipeg	15,106,450
Vancouver	13,150,365

In 1911, Vancouver moved up two places, as indicated below:

City.	Value of Permits.
Toronto	$24,374,539
Vancouver	17,652,642
Winnipeg	17,550,400
Montreal	15,715,859

Is single tax partly responsible for this growth, and if so, to what degree?

The Trade of Norway.

IN addition to discovering the South Pole, the little kingdom of Norway is indulging in other activities. According to a report just issued by Nils Voll, director of the trade intelligence bureau, the entire foreign trade of Norway has risen from $122,121,000 in 1901 to $188,487,000 in 1910. During the same period the national exports rose from $44,577,000 to $78,111,000.

"Iron and steel will," says the report, "become again Norwegian export wares of importance. Much is expected from the electric iron and steel works now being opened at various places in the country. The canning business has of late years taken a wonderful upward turn. The preserving of Norwegian sardines now brings in, annually, a considerable amount of wealth from an article which, previously, was almost valueless."

Industrial Co-partnership.

THE statement that a petition is being circulated in England for the appointment of a Royal Commission to consider the possibility of solving the present labor disputes by establishing "industrial co-partnership" does not introduce a new economic theory to the world. Co-operation, profit-sharing and other plans have been launched and followed bravely. In some cases theory has materialized into practical and satisfactory results. There has been little change, however, in the principle underlying the relations existing among persons engaged in the processes of turning raw material into finished products. Since the beginning of the world there have been masters and men. Some direct, but most are directed. A few pay, but many are paid. Utopia would have it otherwise, but Utopia has never provided a system for having men born with a fixed and ascertainable degree of ability and energy. In the light of history, it is safe to predict that any system which puts a handicap on individual ability will fail. Not one man in a hundred will labor as efficiently or as intelligently for others as for himself. Trade unionism tends to destroy the ambition of the individual workman to attain perfection. Employers and employees and consumers are weary of strikes and disputes. They want peace. But each class wants the others to accept its theory of what is peace. "Industrial co-partnership" needs to be clearly defined before it will attract much sympathy or attention.

The Argentine Trade.

INDUSTRIAL CANADA has received a pamphlet on the international trade of Argentina from H. R. Poussette, Canadian Trade Commissioner at Buenos Aires, giving a few figures to illustrate the development of the republic. In 1910, Argentina imported from Canada goods to the value of $2,577,506, and exported nothing to Canada. If this country can keep on selling to Argentina and can escape from buying anything in return, an extremely

satisfactory trade balance should be accumulated in a few years. Mr. Poussette and those associated with him deserve congratulations. A few copies of the report are in the possession of INDUSTRIAL CANADA and will be forwarded on application.

The Closed Shop.

ONE of the most influential newspapers in the United States is the New York *Times*. In the following editorial the *Times* discusses a problem which has been, is, and will be, acute in national industry:

"If the closed shop shall be established, no man can earn wages without a union license, and the union is under no necessity to grant the license. The right to live includes the right to earn a living. Work for the unemployed is one of the first demands of the unions upon the society which they condemn and propose to improve by their own methods. And yet the unions would deny that right to any except their own members. That is to say, the right to live would depend, not upon universal law, but upon compliance with union standards and bearing of union burdens. The man unable or unwilling to comply with the union requirement would be a social pariah, possessing only the right to starve. Let nobody imagine that this is something which concerns only ironworkers. *Whoever buys anything bearing a union label subscribes to the theory of the closed shop. The merchant who submits to sell such articles bows his neck to the yoke.* The master of a million minds has decreed that open-shop articles shall not be bought, sold, or transported in inter-State commerce, and is now evading punishment for criminal contempt of court in insisting upon this as a matter of conscience. He is unable to appreciate the enormity of his offence against non-unionists because he labors under the delusion that whatever is good enough for any unionist is good for everybody. Cases like his call for heroic remedies. Nothing is suggested here worse than general appreciation of the meaning of the closed shop, which in its essence, and as practised, surpasses in cold-blooded malice and oppression of the needy and the innocent the dynamite outrages themselves. At worst there were only a hundred of them, and only a hundred or so were slain. The closed-shop principle affects scores of millions.

"It is a political outrage that there should be obstacles to any man's realization of his own plans for an honest livelihood. The economic wrong on the community is equally offensive, and can be translated into facts of easy understanding. Bricklayers used to work ten hours for $3 or $4 and lay upward of 2,000 bricks. The trade is 'closed' now, and wages are $2 higher for two hours less work. Behold what the union has done for the poor bricklayer, and remark also that the bricks laid in the shorter day for the higher wage are fewer by half. This simply starts an endless chain of higher cost, including higher rent, the greatest single burden upon living, next to food. Carpenters used to hang a door in an hour—eight or ten a day. The shops are closed now, and four doors a day are a full output. When the structural iron shops were closed scarcely one hundred rivets would be driven in a day. The dynamite outrages were the result of the proof that 200 to 400 rivets could be driven in a day by workers glad of the chance, if they were not murdered at the job. Carry these figures through all the trades, and whoever complains of the cost of living can see what the closed shop means to him. It is proclaimed in the name of human uplift, and is the synonym for sloth and inefficiency and cost of living beyond endurance, even if free labor be permitted.

"The closed shop is inconsistent with the fundamental principles of humanity and of our system of government. If anybody prefers the system of government by trade unionism, now is the time to proclaim his preference and to support the idea of an industrial commission to defend the rights of the meek and suffering advocates of the closed shop."

Larger Eyes for Hammers.

THAT manufacturers should make hammers with larger eyes than those on the market at present is the suggestion made to INDUSTRIAL CANADA by Mr. Bert Talway, secretary of the Grain Growers' Association, Prosperity, Saskatchewan.

"We get fairly good hammers and handles," says Mr. Talway, "but so much has to be whittled away from the handle to make it enter the eye that half or more of the good timber is wasted. Hammers so fitted soon come to grief again and are very inconvenient."

Company Increases Wage List.

A FIVE per cent. increase in pay to their 7,500 employees has been made by the Dominion Textile Company. The company's wage list will be augmented by about $125,000. Five of the Company's mills are in Montreal, two at Magog, and one each at Kingston, Montmorency Falls, Moncton and Halifax. The change was made voluntarily by the company in fulfiment of their promise, made in 1908, when there was a reduction of wages owing to trade depression, that wages would be increased when conditions warranted such increase. The action of the company indicates their belief that business prospects are promising.

The Hamilton Branch Dinner.

TO say that the annual dinner of the Hamilton Branch was a success is superfluous. When Hamilton men undertake developing industries, manufacturing goods, playing football, or giving dinners, they do these things well. Hamilton supervision eliminates the possibility of failure.

A Canadian Lloyds.

CANADIAN shippers have long complained of the excessive insurance rates charged by London underwriters upon St. Lawrence shipping. Marine insurance premiums are to be raised by English companies, who claim that their profits are shrinking. It is probable that the increase will be made on the hulls of steamers. Will this action of the English underwriters revive the movement for the creation of a Canadian Lloyds? The Marine Department of Canada has spent large sums in an attempt to make the St. Lawrence route safe for vessels. Considering the amount of traffic, accidents are few. Why, then, must the rates be raised?

Senate Kills Tariff Commission Bill.

BY trying to force an objectionable amendment upon the House of Commons, the Senate killed the Tariff Commission Bill. This Bill was the fulfilment of a pre-election pledge given by the Borden Government to the people. On September 21st the people, by a great majority, approved of the Borden platform. The Borden Government kept its promise. Had the Senate the constitutional right to block the Tariff Commission Bill by an amendment which the House of Commons did not see fit to accept? Is the action of the Senate prompted by concern for the welfare of the nation or by a childish desire to plague the new Government? If the Senate continues to prevent the new Government from carrying out the measures approved by the voters on September 21st, will the British North America Act be amended so as to limit the power of the Senate? The House of Lords was taught that the will of the people as expressed at the polls must prevail. Must the Senate learn the same lesson in the same painful way?

Tariff Commission Bill—First Amendment.

THE Tariff Commission Bill was accursed in the eyes of the Rt. Hon. Sir Richard Cartwright. Sir Richard's first amendment states that each of the three Commissioners shall hold office "during pleasure," instead of for five years, as provided in the Bill passed by the Commons. The section in question reads: "Each Commissioner shall hold office for a period of five years from the date of his appointment, but may be removed by the Governor in Council at any time for cause." Sir Richard's amendment strikes out all the words after the word "office" and substitutes therefor the words, "during pleasure." Is it an amendement? If the Commissioners could be removed by the Governor in Council "at any time for cause," surely they would be holding office "during pleasure." Superfluous as it seemed, the Commons, for the sake of peace, accepted it.

Tariff Commission Bill—Second Amendment.

SIR RICHARD'S second amendment was in the form of an addition to section 4, sub-section 1, which deals with the duties of the Commission. He wants to make them more onerous. The amendment adds to the duties of the Commissioners, in respect of goods produced in or imported into Canada, by asking them to inquire into:

"(*h*) the grounds, if any, for believing that articles in question can be produced as cheaply in Canada or elsewhere within a limited period;

"(*i*) what other industries would be affected by increase of duty;

"(*j*) the effect of any employment in question on the health of employees."

The Commons saw no serious objections to this amendment, and accepted it. The information which the Commissioners could secure regarding "h" and "i" would be largely surmises, and, as such, would benefit or harm nobody. In regard to "j," all classes will unite in endeavoring to safeguard the health of employees, although some might claim that the investigation of such matters should be in the hands of Government health officers instead of Tariff Commissioners. It would scarcely be possible, however, to exclude certain industries because they injured the health of workmen. Few occupations do not injure the health to some degree. Sitting in a Senator's chair, for example, is often more deadly than manufacturing dynamite. Yet we must have both senators and dynamite.

Tariff Commission Bill—Third Amendment.

SIR RICHARD'S third amendment was the cause of the deadlock between Senate and Commons. It tacks on to the duties of investigation to be performed by the Commission, under the direction of the Minister of Finance, the following limitation:

"Provided always that in all cases where the Commission reports in favor of any increase of duty, or where any application for an increase is made the Commission shall, in addition to reporting upon the above matters, make a special report which, in the case of any industry already established, shall state—

"(*a*) the number of factories now existing and the number of hands now employed, giving in each case the number of men, women and children respectively;

"(*b*) the amount actually expended in cash in erecting and equipping the same;

"(*c*) the nominal capital and amounts of bonds and liabilities, also whether any mergers or combines have taken place and the amounts of watered stock issued;

"(*d*) a list of the shareholders and the number and amount of shares held by each shareholder;

"(*e*) The dividends paid during each of the preceding ten years;

"(*f*) the wages of hands and the number of hours worked per diem:

"(*g*) the total amount of goods of the kind produced in each factory consumed in Canada, whether home-made or imported."

The manufacturers of Canada have always asked only for "adequate protection." They are as greatly concerned as other classes in seeing that Protection is not discredited by Cupidity. If one manufacturer, owing to an unnecessarily high tariff on his product, can form a combine and wring unjust profits from consumers, a storm of criticism descends upon all manufacturers, the majority of whom have scarcely enough protection. The result may be that popular indignation over the single abnormal case will result in a general lowering of the tariff. Thus the National Policy would be discredited. It is only fair that, where the tariff is to be increased, those demanding the increase should show sufficient cause for it. Manufacturers, generally speaking, are no more in favor of combines than consumers. People sometimes forget that manufacturers buy as well as sell. Manufacturers are only too ready to support the vigorous discipline of greedy members who, by their lack of restraint, may pull the Protectionist house down upon all the inmates.

The Dream of Senator Davis.

SENATOR DAVIS' amendment provides that one of the Commissioners shall be the nominee of the labor unions, and another the nominee of the farmers of Canada. Nothing could more quickly destroy the efficiency of the Commission than the adoption of such a principle. Three Commissioners, pulling three different ways, would get nowhere. Suppose that the western farmers secured the appointment of Dr. Michael Clark, member for Red Deer, an out-and-out Free Trader. Suppose that a labor politician, an ex-mechanic, were appointed. Senator Davis generously leaves the third position open. Who will get it? A representative of the fishermen? If so, how will the miners be pacified? Who will still the discontent of the preachers, doctors, school-teachers and polar explorers? If classes are to be represented, why not all classes? The Commission would have to be enlarged until it became a second House of Commons, which is fairly representative, although lawyers predominate. Senator Davis' amendment is as absurd as the proposal to appoint one man from the West, one from the East, and one from the fence between. He seems to forget that the Tariff Commissioners should be competent investigators, not agents of classes or geographical landmarks.

William Dewart's Prophecy.

ATTENTION is directed towards an article, "William Dewart and His Writings," which appears in this issue. Mr. Dewart has been called "Father of Protection for Canada." His speeches and writings did much to secure for us the National Policy. INDUSTRIAL CANADA has arranged to re-publish a number of his articles, which will be of great interest to those who believe in Protection. Mr. Dewart, who is still in vigorous health, in spite of his age, made the following prophecy a few days ago regarding the future of his native country:

"Canada has before her, under the guidance of the party that created the policy of Protection for Canadian industries, which policy is the result of Canada's prosperity to-day, over against the Free Trade policy of the Mackenzie Administration, which resulted in the most disastrous and distressing experience in Canadian history—Canada has to-day a future before her that has in it prosperity and development beyond the fondest dreams of the most sanguine."

Manufacturers and the Y. M. C. A.

THE Y. M. C. A. authorities are apparently strangers to the Christian virtue of gratitude. Two years ago, in Toronto, a great campaign was organized to raise nearly three quarters of a million dollars for Y. M. C. A. purposes. Strong committees were formed. The newspapers threw open their columns. The manufacturers of the city donated large sums. In addition, the manufacturers allowed people to canvass their employees during business hours. The money was forthcoming. Does it not seem reasonable that, when material or equipment was needed that, where possible, Toronto, or, at least, Canadian manufacturers should have received the orders? What happened? When tenders were called for billiard and pool tables for the Broadview Y. M. C. A., Samuel May and Company, Toronto, offered to furnish them at regular agents' prices. They got the contract for one pool table. The other contracts were given to foreign firms. When locker equipment was needed the following Canadian firms tendered: George B. Meadows, Wire, Iron and Brass Works Co., Limited, Toronto; the Dennis Wire and Iron Works, Limited, London; and the Steel and Radiation, Limited, Toronto. The contracts were awarded to an American firm. Similar incidents are reported from other Canadian cities where Y. M. C. A. building operations are under way. What is the reason for this strong inclination to send Canadian money across the border. These Y. M. C. A. campaigns are conducted according to American methods and are officered by Americans. Are Y. M. C. A. officials American in sympathy? Do they allow their sympathies to warp their judgment to the extent of recommending injustice? No manufacturer considers that his subscription to a Y. M. C. A. campaign creates obligation to award him contracts. He expects the Y. M. C. A. authorities will spend their money, which is trust money, so as to obtain the best on the market. But he does expect that, where goods and prices are equal, that he will get the preference. What would happen to Y. M. C. A. building campaigns if Canadian manufacturers withdrew their support and recommended that subscriptions be secured from American manufacturers? Y. M. C. A. officials, who are American by birth or in sympathy, should find an answer.

EXECUTIVE COUNCIL PROCEEDINGS

Ontario Insurance Act. Freight Rates. Uniformity of Provincial Laws. Preferential Trade. Taxation of Commercial Travellers. Sea Carriage Goods Act. Exporting Raw Salmon. Foreign Corporations Licensing Systems.

The Council of the Canadian Manufacturers Association held its March meeting in Hamilton on the 21st ult., taking advantage of the opportunity to allow its members to attend the Annual Banquet of the Hamilton Branch, which was held the same evening.

President Curry, fresh from a trip to the West Indies, where he had gone for a much needed rest, presided, and there was a representative attendance from all parts of the Province.

Financial.

The report of the Treasurer showed receipts for February of $4,204, disbursements of $5,275, leaving a balance on hand of $10,562. The receipts from membership fees for the month were considerably below normal owing to delays in billing occasioned by the adoption of the new schedule. It is expected, however, that the collections for March will show a large increase.

Advances in salary were voted the General Secretary and the Managers of the Transportation and Tariff Departments.

On the recommendation of the Committee, orders were given to clear out the balance of the 1910-12 edition of the Canadian Trade Index at $1.00 per copy.

Applications.

The Membership Committee had the following 24 applications to recommend for acceptance, all of which were formally passed:

Aurora, Ont.—T. Sisman Shoe Co., Limited, Boots and Shoes.
Drummondville, Que.—Canadian Match Co., Limited, Matches.
Galt, Ont.—Canadian Motors, Limited, Automobiles.
Hamilton, Ont.—Grasselli Chemical Co., Limited, Heavy Chemicals.
Ingersoll, Ont.—John Morrow Screw, Limited (F. N. Horton, 2nd).
Montreal, Que.—Acme Glove Works, Gloves; DeLaval Dairy Supply Co., Limited, Dairy Machinery; Duncan Electrical Co., Limited, Electrical Supplies; Forbes & Nadeau, Grocers' Specialties; G. Hamilton & Co., Clothing; Lion Vinegar Co., Limited, Vinegar; Montreal Abattoirs, Limited, Abattoir Products; Montreal Abattoirs, (E. M. Murphy, 2nd).
Ottawa, Ont.—Esdale Press, Limited, Printers, etc.; Kyles Cabinet Works, Limited, Interior Fittings, etc.; Ottawa Car Co., Limited., Electric Cars, etc.; Ottawa Stair Works, Stairs & Interior Finish.
St. Johns, Que.—Cluett, Peabody & Co., Collars & Shirts.
Toronto, Ont.—Cutten & Foster, Auto Tops; B. F. Harvey Co., Limited, Comforters & Pillows; Standard Sanitary Mfg. Co., Limited (W. C. McKinney, 2nd).
Vancouver, B.C.—Portland Cement Construction Co., Limited, Portland Cement.
Victoria, B.C.—B. C. Pottery Co., Limited Liability, Sewer Pipe, Tile.

Travelling Secretary.

On the recommendation of this Committee it was decided to take prompt steps to provide the Association with the services of a competent Travelling Secretary. The need of such an officer has long been felt and has frequently been urged, but hitherto action has been deferred because of a feeling that the revenue was scarcely sufficient to warrant the expense. It will be the duty of this official not only to canvass for new members, but to explain the work and objects of the Association in detail to all those who are giving the organization their support. A connecting link will thus be supplied between the Association and its scattered membership, and it is hoped the organization will thereby be strengthened in every part of the country.

Ontario Insurance Act.

The report of the Insurance Committee dealt principally with the new Ontario Insurance Act, introduced into the Legislature by the Attorney-General.

The Bill as submitted quite clearly evidences the intention of the Government to materially strengthen their Department of Insurance. By its provisions this Department is to have a Superintendent of Insurance and a Deputy—the head of the Department up to this time being known only as Registrar; moreover, an officer to be called the Registrar of Friendly Societies is provided for, and instead of one official having to perform both duties as has been the case since the creation of the Department, the Superintendent will now have supervision of insurance only and will see to the enforcement of the laws appertaining thereto.

The Bill adopts provisions for alleviating the cumbersome and unsatisfactory conditions of the existing Act governing the placing of insurance in unlicensed Companies, but the section is not altogether satisfactory and the Committee will make effort to have such unsatisfactory parts corrected.

The new Bill also simplifies and systematizes policy conditions. Many improvements in the interests of the policy holders are introduced, but unfortunately the new Bill perpetuates the right of the Insurance Companies to vary, omit or add to the statutory conditions, provided such variations, omissions and additions are clearly set forth in red ink. It was hoped that this objectionable permission, which in the past has been abused by nearly all Companies, would have been abrogated, and the Committee will continue its efforts in the Legislature to accomplish this result.

Unlicensed Insurance.

During February the Insurance Department made its annual return of unlicensed insurance as called for under the Dominion Insurance Act. The number of members for whom a return was made was 54 as against 70 for the previous year, the amount at risk showing a material reduction. It is evident that there is a growing tendency on the part of manufacturers to utilize licensed companies, a fact which is no doubt largely due to the improved rates and conditions which these companies themselves have seen fit to adopt.

Fire Marshals.

Attention is directed to an article appearing elsewhere in this issue on the subject of Fire Marshals, prepared by the Manager of the Insurance Department.

Allowances from Track Scale Weights.

The Transportation Committee reported that no decision was reached in this matter at the conference in Ottawa on February 14th. While the railways had previously admitted that there should be an allowance for dunnage on shipments of agricultural implements, machinery and stoves, they had since decided to make application to the Board for a further hearing of the whole matter, alleging that they could not reach an agreement with the shippers.

Regulations for the Carriage of So-Called "Inflammable" Articles.

A number of interested manufacturers met the Chief Inspector of the Bureau of Explosives of the American Railway Association early in March. After a thorough discussion it was decided to recommend that the regulations be looked into by those concerned. The following resolution was adopted:

"That this Committee places itself on record as being in favor of an investigation of transportation regulations;

"That sub-committees representing the different lines of manufacture be formed to collect information;

"That a further meeting be held at the call of the Chairman to receive these reports and for further deliberation;

"That the Transportation Manager be requested to represent to the Railway Commission that this Association is actually and actively engaged in this problem, and to request the Railway Commission to defer action until this Association shall be able to determine:

"(2) The success of the operation of these regulations in the United States."

will involve to our members;

"The success of the operation of these regulations in the United States."

Committees are being formed for the purpose outlined in the resolution.

Proposed Revision on Minimum Carload Weights.

The Advisory Committee of the Canadian Freight Association were reported as on record to the effect that in their opinion the above revision was not only expedient and proper from a railroad standpoint, but in the best interests of the shippers as well, and that they considered it advisable to allow the Board of Railway Commissioners to develop the merits of the case.

The attitude of the Association herein remains unchanged. The revision means a large increase in freight charges, as well as the placing of restrictions upon the free movement of traffic in carloads.

When the case comes up for hearing steps will be taken to have the views of the Association properly presented.

Joint Freight Rates.

Some time this month the Board of Railway Commissioners will require the railway companies, subject to its jurisdiction, to show cause why they should not publish and file joint tariffs between points in Canada where such tariffs are not now in effect. Members of the Association have been circularized on this subject, and it is hoped that a generous response will be made to the appeal for information.

The Manager of the Department accompanied the Commission on its trip West last month, being present at all the hearings in the application of the wholesale grocers to do away with trade lists.

Board of Customs Decisions.

The Tariff Committee reported the following decisions of the Board of Customs:—

Emulsol: A tanners' grease fit only to be used for stuffing leather has been ruled to be free of duty under Tariff Item 279.

Copper Circles: (Under thirty inches in diameter) whether polished, planished or coated or not, are held to be subject to duty under Tariff Item 352, British Preferential rate 20; General Tariff rate 30%. When such circles are thirty inches or over in diameter and not polished, planished, coated or otherwise advanced in manufacture they will be admitted free of duty under Tariff Item 348.

Oropon: A safety bate for tanners' use, not being a chemical compound composed of two or more salts or acids, is held to be dutiable under Tariff Item 711; General Tariff rate 17½%.

Lime Kiln or Furnace: The Doherty-Eldred lime kiln or furnace used for roasting lime stone in the manufacture of quick lime, will be admitted free of duty under Tariff Item 462, so long as it belongs to a class not made in Canada.

German Silver: In usual commercial bars, rods, strips, sheets or plates, whether polished or not, are entitled to entry free of duty under Tariff Item 356; but if advanced in manufacture, the bars, rods, strips, sheets or plates will be subject to duty.

Malleable Castings: For use in the manufacture of carriages, if imported in condition as cast, duty will be assessed thereon under Tariff Item 453, British Preferential rate 15%; General Tariff rate 27½%. If the castings are bolted, threaded or otherwise manufactured after being cast they will be subject to duty under Tariff Item 454; British Preferential rate 20%; General Tariff rate 30%.

Pressure Reducing Valves: It has been decided that as these valves are made in Canada free entry can not be allowed under Tariff Item 470, when imported for use in the construction or equipment of ships and vessels. The duty payable thereon will be 20% under the British Preferential Tariff and 30% under the General Tariff.

Lithographic Panoramic Friezes: For use as borders or bordering interior wall decorations, are held to be subject to duty under Tariff Item 195; British Preferential rate 22½%; General Tariff rate 35%.

Hat Braids or Plaits: As per samples which correspond in appearance to chip or straw may be entered free of duty under Tariff Item 641.

Ferro Phosphorous: Imported in the form of pig iron may be entered for duty under Tariff Item 375; General Tariff rate $2.50 per ton.

Butyric Ether: If non-alcoholic, may be entered under Tariff Item 711; British Preferential rate 15%; General Tariff rate 17½%. If alcoholic the rate of duty payable thereon will be $2.40 per gal. and 30% under Tariff Item 159.

Jack Rods: So called, screw threaded for half their length have been declared to be dutiable under Tariff Item 412 as bolts.

Drawbacks on Materials for Vessels.

Under an Order-in-Council, dated the 12th of February, 1912, amending an Order-in-Council of the 19th of July, 1897, drawbacks shall be paid only on vessels which have within themselves the power of independent navigation, either by means of sails, steam or other motive power, except in respect to barges or scows built of iron or steel since the 1st of July, 1911.

Goods Prohibited.

Importations of brooms from the Central Broom Co. of Jefferson City, Mo., are to be placed under detention on the ground that they are prohibited under Item 1206 of the Tariff.

Shingles imported from the United States marked XXX-B.C. Clears, Vancouver, B.C., being calculated to deceive as to their origin or class, are prohibited under the provisions of Item 1209 of the Tariff.

Uniformity of Provincial Laws.

In connection with the forthcoming conference of Attorneys-General of the different Provinces it was stated by the Parliamentary Committee that communications had been sent to all parties interested as well as to the Minister of Justice, calling attention to the desirability of working out uniform laws in those subjects affecting commercial interests. A reply has been received from the Minister of Justice expressing approval of the suggestion, and stating that the matter will undoubtedly be taken up.

Hoisting Engineers' Bill, Ontario.

A very drastic Bill calling for the licensing of all hoisting engineers was introduced in the Ontario Legislature. Copies of the Bill were at once sent out to members of the Association affected by its provisions and as a result of the expressions of dissatisfaction with its provisions the Bill has been dropped.

Traction Engines, Ontario.

In connection with the Statute Law revision a Bill respecting the use of traction engines on highways has been introduced in the Ontario Legislature. A large deputation of manufacturers and threshers waited upon the Ministers of the Government to urge that the Act should be further revised to conform to existing conditions. A memorandum embodying the views of the deputation was submitted to the Government and the suggestions presented are being embodied in the Bill.

Bulk Sales Act, Ontario.

This measure is likely to be passed by the Legislature. The effect of the Act, if passed, will be to render it necessary, in every case where a stock of goods is sold in bulk, for the purchaser to obtain from the vendor an affidavit respecting the persons from whom the stock was purchased and the accounts due thereon, the intention being to prevent fraudulent sales of stock in bulk without paying the claims of the manufacturer or wholesaler thereon.

No Workmen's Compensation Act for the Province of Ontario will be brought in at this Session.

Congress Chambers of Commerce of the Empire.

The draft programme of the Eighth Congress Chambers of Commerce of the Empire will list the following resolutions appearing in the name of the Canadian Manufacturers Association.

Preferential Trade.

Resolved, That this Congress of Chambers of Commerce of the Empire not only reaffirms its belief in the efficacy of a preferential trade policy as a means of strengthening the bonds of Empire and insuring for each part its more rapid development, but that it regards the consummation of such an arrangement as a problem of present paramount importance in Imperial affairs; that it most earnestly commends same to the immediate consideration of all Governments of the Empire with competent jurisdiction, coupled with the hope that each, from a true sense of its Imperial obligations, and with a full appreciation of the results to which a policy of inaction must eventually give rise, will be able to give effect forthwith to some plan of preferential treatment, however limited its scope may be.

Taxation of Commercial Travellers.

Resolved, That in the opinion of this Congress the taxation of commercial travellers, as between different parts of the Empire, is a practice to be deprecated, constituting as it does a restriction upon the development of inter-Imperial trade; further resolved that all Governments having such legislation on their statute books be memorialized to amend same so as to exempt from the operation of their acts all travellers representing houses domiciled within the British Empire.

Foreign Corporation Licensing Systems.

Whereas Legislation has been enacted in certain parts of the Empire refusing companies incorporated under laws other than their own the right to do business within their borders, except under license or upon payment of a registration fee;

And whereas, such companies when unlicensed or unregistered, are by these laws sometimes denied access to the courts for the enforcement of their just business claims;

And whereas, the expense involved in a strict compliance with the provisions of such legislation is at times so great as to render the transaction of business unprofitable;

And whereas, these practices constitute a distinct discrimination against incorporated companies and in favor of individuals and partnerships, who are not required to be so licensed or registered;

And whereas, it would seem but just and reasonable that the legal status conferred upon any British company by its charter should be recognized throughout the Empire;

Be it resolved, that this Congress deprecates the policy involved in such legislation as being subversive to the best interests of the Empire, and respectfully urges the different Governments concerned so to amend their Acts as either to exempt from their provisions all companies holding a charter from any other Government in the Empire, or to require from such companies at most nothing more than a nominal registration fee.

All Red Cable Line.

The Association will also endorse the following resolution, standing in the name of the Toronto Board of Trade:

Whereas, the interests of the Empire call for cheaper and more efficient means of communication within its various parts;

Be it resolved, that this Congress places itself on record as in favor of an All Red Cable Route, with terminals entirely on British territory, and urges upon all the Governments concerned the necessity of prompt action to meet these requirements.

Sea Carriage of Goods Act.

Whereas, it has long been the practice of ocean carriers to insert in their bills of lading conditions by means of which they are able to contract themselves out of liability for loss or damage to goods, though such loss or damage results from their own negligence, fault or failure in the proper loading, stowage, care or delivery of said goods;

And whereas, shippers and consignees, who frequently have no alternative but to subscribe to such conditions, have a right to be protected against the arbitrary and unfair treatment to which they thereby expose themselves;

And whereas, it is within the power of the Governments of the Empire to control the situation, each for itself, so far as out-going freight is concerned;

Be it resolved, that this Congress respectfully urges upon said Governments the adoption of a sea-carriage of goods Act which will effectually prevent ocean carriers from contracting themselves out of liability for loss or damage to cargo for which they should reasonably be held responsible.

Export of Raw Salmon.

Following the action of the Minister of Marine and Fisheries, in cancelling a regulation prohibiting the export of raw salmon from British Columbia waters, the Advisory Committee filed a strong protest at the instance of the British Columbia Branch. The telegram to the Minister read as follows:—

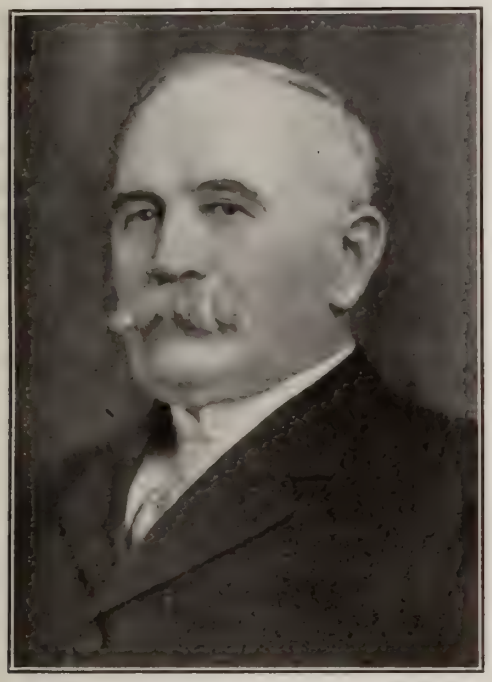
"Advisory Committee, Canadian Manufacturers Association, in conjunction with Association's British Columbia Branch strongly urge retention of regulation prohibiting export of raw salmon, pending a thorough investigation of the situation by experts, believing that its cancellation at this time may injuriously affect the canning industry of that province. This Association stands firmly by the principle of manufacturing Canada's raw materials as far as possible in the Dominion."

It is understood that the matter has been satisfactorily adjusted.

THE HAMILTON BRANCH DINNER

"The greatness of the west is ours;
The glory of the east is ours;
Canada knows no east, no west!"

When Mr. Arthur F. Hatch, Chairman of the Hamilton Branch of the Canadian Manufacturers Association, introduced Mr. H. B. Ames, M.P., to those who attended the annual



Mr. N. Curry, President, C.M.A.
He radiated cordiality from the chair at the Hamilton Banquet.

dinner of the Hamilton Branch in the Waldorf Hotel on March 21st with the above striking words, he expressed the sentiments of all right thinking Canadians, and rebuked those unpatriotic persons who hopefully prophesy an unnatural geographical division of the Dominion.

The suggestion of unity was skilfully presented by the committee in securing the presence of two prominent members of the House of Commons. Mr. Ames, coming from Montreal, represented Eastern Canada; and Mr. J. A. M. Aikens, member for Brandon, Manitoba, and a resident of Winnipeg, represented the West.

Mr. Ames, in speaking of the "Makers of Canada," regretted that the names of men who "made two blades of grass grow where one grew before," were usually omitted, while space was occupied in describing those who, while in the public eye, had contributed little to the industrial development of the country. He referred in complimentary terms to the recent budget speech of Hon. W. T. White, Minister of Finance, which was a wonderful exposition of Canada's prosperity, and reminded his audience that the new Tariff Commission would be able to make a careful and systematic investigation of trade conditions.

Mr. Aikens reviewed the commercial history of Canada, described the development of the West, and gave the assurance that the prairie provinces were not out of sympathy with the other provinces in political and fiscal questions.

Mr. N. Curry, President of the Association, in touching on the political questions of Canada, advised that judgment should be withheld from the Borden Government for the present. In time, adequate protection would be given to Canadian manufacturers. He complimented the manufacturers of Hamilton for the wonderful industrial progress of their city during the last few years.

In speaking of labor conditions, Mr. R. S. Gourlay, Vice-President of the Association, stated that Canada was singularly free from strikes. This was due to the good feeling which existed between employers and their employees. The Canadian workmen had better homes, better pay and more time for recreation than the workmen of other countries.

Between speeches an excellent musical programme was given by Messrs. George Allan, A. L. Garthwaite, Harold Hamilton, A. C. McMillan and G. Richmond.

In addition to the programme there were numerous impromptu selections, which may be classed under the heading, "inspirations," of which the following is an example:

(Tune: "Alexander's Ragtime Band.)

Hamilton, Hamilton, she's a rare old, square old town;
Hamilton, Hamilton, she will never turn you down.
If you once settle there you will never leave for worlds;
Her sons are awake, and you ought to see her girls.
They are the fairest in the land.

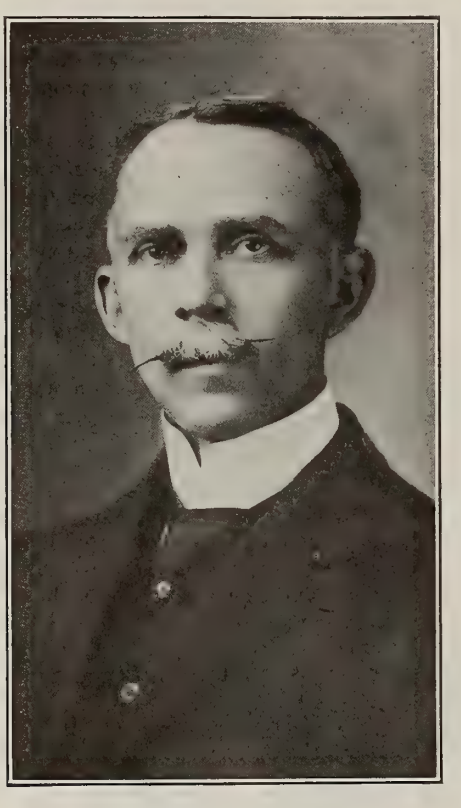


Mr. Arthur F. Hatch,
Chairman of the Hamilton Branch.

Hamilton, Hamilton, she's a rare old, square old town,
Hamilton, Hamilton, she will never turn you down.
If you want to know the finest city in creation,
Hamilton, Hamilton, I like that good old town.

At the toastmaster's table were seated the following: Messrs. H. B. Ames, M.P., of Montreal; J. A. M. Aikens, M.P., of Winnipeg, R. S. Gourlay, of Toronto, Vice-President of the

Association; A. F. Hatch, Chairman and President of the Hamilton Branch; H. L. Frost, Chairman of the Board of Trade; N. Curry, of Montreal, President of the Association; J. P. Murray, of Toronto, ex-Chairman of the Toronto Branch; F. H. Whitton, Vice-Chairman of the Hamilton Branch; G. M. Murray, of Toronto, General Secretary of the Association, and Mayor Lees.



Mr. C. R. McCullough

One of the Committee who made the Hamilton Branch dinner a success.

The Committee in charge of the arrangements, and who are largely responsible for the success of the dinner, were: Messrs. A. Hatch, C. R. McCullough, H. H. Champ, W. B. Champ, R. R. Moodie, J. A. McMahon, R. Hobson, W. R. Dunn, J. Millard, H. C. Beckett, F. H. Whitton and W. M. Currie.

As usual, a number of Toronto members of the Association attended the dinner and returned by special train.

MONTREAL BRANCH.

At a recent meeting of the Branch Executive Committee, a report on legislation before the Quebec Legislature was presented.

No action had yet been taken by the Government relative to the reduction of the corporations tax, but there was still hope that something would be done this session. The same condition obtained with regard to the so-called *qui tam* actions, except that in this definite assurance had been received that the law would be amended during the present session. The bill to abolish costs in personal actions for amounts less than $25 had been duly passed. The bill to establish a Metropolitan Parks Commission had been supported before the Legislation Committee of the Lower House by Messrs. C. B. Gordon and J. S. N. Dougall, which also passed through all the stages of legislation.

Two other bills which had been approved by the Montreal Branch—the first having regard to fundamental assignments and the second to court delays, had been rejected—the first had been before the Lower House and had been thrown out by the Legislative Council, while the second had been killed in the Assembly. Action had also been taken with regard to a bill to amend article 85 of the Civil Code in such a way as to hamper the operations of manufacturers who deal directly with non-traders. Defeat of this bill is still uncertain.

There is also to report in connection with legislation that incorporated companies in two other cities secured the privilege which was given for Montreal by the Association last year, namely, the right to vote for incorporated companies in municipal affairs. These two cities are Quebec and Westmount. In both cases the Legislature accepted the decision of the Montreal bill last year and the privilege of vote was granted with very little opposition.

The Branch Executive reaffirmed a former resolution favoring the early construction of the Georgian Bay Canal and appointed representatives to a large deputation which waited on the Federal Government on March 14th.

Complying with a request from the Montreal Board of Trade, the Branch Executive passed a resolution favoring the placing of the Intercolonial Railway under the jurisdiction of the Board of Railway Commissioners for Canada.

INDUSTRIAL ACCIDENTS.

According to the record of industrial accidents kept by the Department of Labour, 61 persons were killed and 178 injured during February, 1912. This record compares very favourably with that of January, when 86 workmen were

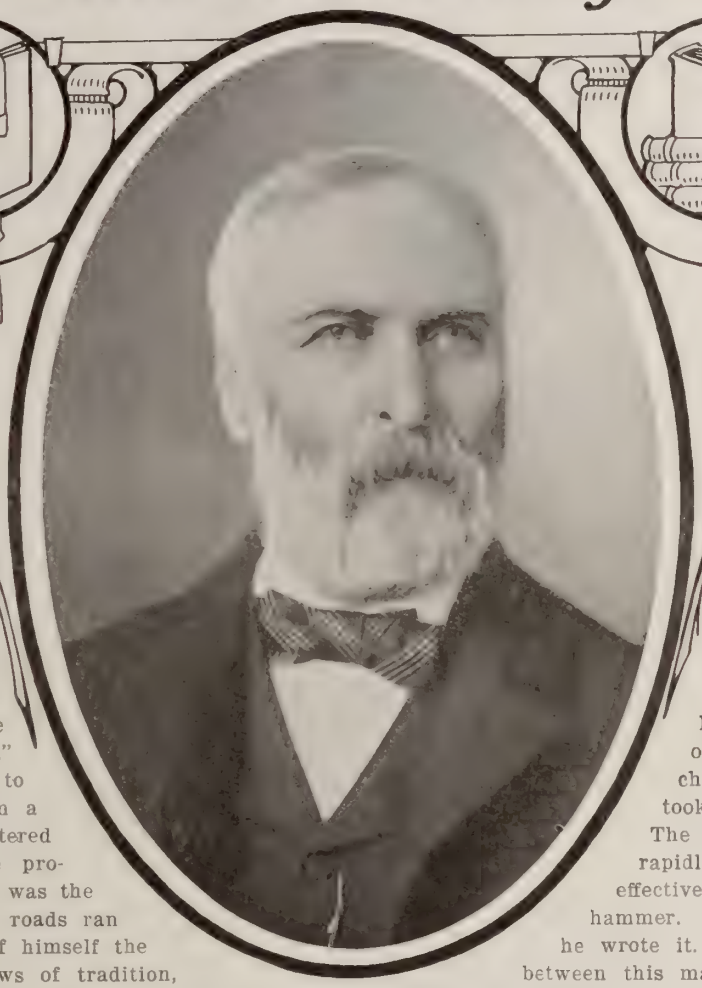


Mr. H. H. Champ,

Another member of the Hamilton Branch Dinner Committee.

killed and 214 injured. Compared with February, 1911, the record is still more favourable, as 93 were killed and 197 injured in that month. The worst disaster of the past month was the premature explosion of dynamite on construction work near Fort Frances, Ont., on the line of the Canadian Northern Railway, by which 18 construction hands were killed and six others seriously injured.

William Dewart
and his writings



BY THE EDITOR

A TRAVELLER passing through the village of Fenelon Falls, Ontario, forty years ago, could not have failed to visit the "general store," —not because there was anything to distinguish this institution from a hundred others of its type scattered through the backwoods of the province,—but because the "store" was the village moot toward which all roads ran and all feet turned. In spite of himself the traveller was forced, by the laws of tradition, to cross the sacred threshold. Inside stood the groups of farmers, gossiping or driving bargains. The "cracker" barrel was not missing, nor the jars containing the attenuated sticks of striped candy. In brief, the "general store" deserved its name.

Behind the counter stood a man who said little and listened a great deal. He was about forty years old, and slightly gray. Steady, cool eyes under straight heavy brows, a straight nose, a long and rigid upper lip, these were his facial characteristics.

A baby came in to purchase a cent's worth of nuts. The transaction was made with due formality. A boy dashed in with the family molasses jug. It was filled. A farmer's wife set the basket on the counter and the man behind it gravely counted the eggs and weighed the butter which it contained. Next came the village loafer to wheedle a plug of tobacco out of its case. He did not get it. A girl tripped in for a yard of ribbon, which she obtained, with extra measure for her good looks.

Closing time came. The blinds were drawn, the display goods were brought inside, and the door was barred. All lights were put out save one at the desk. The storekeeper trimmed it and sat down. What book was that in his hand? It was not necessary to look a second time. It was Adam Smith's "Wealth of Nations," which came from the hand of the author after eleven years self-imposed exile. The storekeeper read on, but he seldom turned a page. Finally, he laid the book down and sat with the look of intense abstraction which overcasts the countenance of the chronic thinker. By and by he took up his pen and began to write. The sentences flowed away from the rapidly moving point, clear, concise, effective, like the measured blows of a hammer. He had something to write and he wrote it. There was a vast difference between this man and those who write to fill space, or to see their names in print. In the village, lights were out for hours. The storekeeper made his last period and went to bed.

That man was William Dewart, whose articles, published first in 1874, and later sent out in booklet form by the Manufacturers' Association of Ontario, played an important part in crystallizing the National Policy and in electing the Conservatives to power in 1878. The articles appeared in the form of letters to the *Canadian Illustrated News* and attracted attention from all classes. In 1874, Mr. Dewart became convinced that Protection would be the next great political problem in Canada and decided to do his best to secure it for the manufacturers of his country. There are now no free traders in Canada. The only point at issue is the determination of the degree of Protection. The wonderful prosperity of Canada under the National Policy and the recent decision of the people to adhere to it are striking proofs of the excellence of Mr. Dewart's political and economic opinions.

William Dewart was born in Dummer, Ontario, on July 4th, 1836. His father, John Dewart, a prosperous farmer, had a family of ten children. Three brothers of William Dewart, John, Henry and James Dewart, now reside in Dummer, and are regarded as among the most prosperous farmers of that community.

By the time he was seventeen he had prepared himself to teach school and taught for six years. At present, his

niece, the daughter of his brother, James Dewart, is teaching in the same school where he began to teach sixty years or so ago. When he left the profession he went into the merchandise business, and conducted a general store at Fenelon Falls, for twenty years. William Dewart was a close student on all public questions of the time and manifested a great interest in affairs pertaining to the development of Canada. He had always been a supporter of the Liberal party until about 1873, when he saw that the free trade policy of the Mackenzie Administration was disastrous to the best interests of Canada, causing great distress to the country's finances and particularly to the manufacturing interests. Under the Mackenzie Administration's free trade policy, the country was being flooded with the products of the factories of the United States. Mr. Dewart, whose party spirit was high, hoped that the Mackenzie Administration could be induced to change their policy toward protecting Canadian manufacturers; but, when they absolutely refused to do this, he left the party and identified himself with the Conservative Party. In 1874 he commenced his series of letters on "Protection for Canada."

He said that what was good for the manufacturers of the United States would be good for the Canadian industries. Many were the protests and threats he received, but he did not cease advocating a doctrine that resulted in upsetting the interests of many Americans, who had become so interwoven with the Mackenzie Administration that the task of dislodging them seemed well nigh impossible. These difficulties, however, only acted as a stimulant to this earnest advocate of protection for Canadian Industries.

In 1874, at Fenelon Falls, Hector Cameron, of Toronto, who was elected as Member of Parliament from the Victoria riding, introduced William Dewart at political meetings as "The Father of Protection for Canada." Citizens and visitors to Fenelon Falls continued to meet at "the store" to discuss questions of political import. It was significant that persons who found themselves "getting into deep water," concluded by saying, "Well, I am not much at this kind of thing, but Dewart there can answer any questions you want to ask and prove to you that I am right."

When it was proposed to build the Victoria Railway from Lindsay to Haliburton, it was William Dewart who spent his time and money in securing the necessary bonus to enable the accomplishment of this enterprise. The road is now a branch of the Grand Trunk System. Mr. James Ross, of Montreal, then a young man, was one of the engineers. "The store" was the meeting place for the men engaged on the construction of the road after the day's work was done. Among them James Ross was often seen.

Mr. Dewart was an educationalist, a geological student, and a student of chemistry. His collection of minerals was extensive.

In 1859, he married Miss Jessie Graham, daughter of Robert Graham, who lived at Smith, near Peterboro', Ontario. They had eleven children, seven of whom are living.

About 1880 he moved to Rochester, N.Y., and lived there until 1901, since which time he has lived in Montclair, New Jersey. He continues to manifest a keen interest in the growth and prosperity of Canada, and followed very closely the progress made in the recent election. When he learned that the policy of protection had been again adopted by Canadians his happiness was complete, and his prediction for Canada's future is, that "she has before her, under the guidance of the party that created the policy of protection for Canadian industries, which policy is the result of Canada's prosperity to-day, over against the free trade policy of the Mackenzie Administration which resulted in the most disastrous and distressing experience in Canadian history—Canada has to-day a future before her that has in it prosperity and development beyond the fondest dreams of the most sanguine."

Mr. Dewart's case is an illustration of how nature likes to play tricks with the people who occupy high places. Was it not one of the strangest things in the strange history of Canada that these brilliant articles should come, not from the editorial offices of the great national newspapers of the day, nor from the House of Commons, nor from the professors of the Universities, nor from the members of the learned professions, but from the pen of an ex-schoolmaster, who had become a village storekeeper, and who read and wrote between the visits of his customers?

"Industrial Canada" will republish Mr. Dewart's articles, which are almost as applicable to our fiscal policy to-day as they were in 1874. The first appears below.

FREE TRADE ECONOMY.

By W. Dewart.

(From the Canadian Illustrated News, May 30, 1874.)

Most persons have read or heard of Whang, the Miller. The story of his adventure and misfortune will never cease to be interesting. Were he living now, there is no doubt he would be a Free-Trader. Present gratification, immediate and large profit, his ruling passion, is the ruling passion of free-traders everywhere. Economists of this school are ever dreaming of treasures in free-trade pans, and like Whang if allowed would keep on digging until home manufactures would tumble down in ruins.

The Southern planters were Whang the Miller economists and politicians. They too, dreamed of treasures in Free-Trade pans. They aimed at securing immediate and large profits; they sold in the dearest markets and bought in the cheapest; they despised the profits and occupations of home manufacturers, thus undermining their mills and workshops, till war made their once opulent country one vast scene of suffering and desolation. In wars and sieges, famine shoots harder than cannon. But if people see no immediate danger in a measure, they care little about its effects in the future. This is an age of present gratification; patriotism, economy and the public safety make important concessions the ruling passion. Present danger and present gratification are the main motives which move the multitdue. The opportunities afforded by such measures as Free Trade for present gratification, are seldom resisted by people who have once formed luxurious tastes.

It was by protection that England overtook nations that once excelled her in manufactures. She not only levied high duties on imported goods, but prohibited the export of raw material by severe penalties. She gave the home manufacturers control of the home market in the most complete manner, till from this solid basis they have successfully invaded every country in the world. Not only this, the competition of the home manufacturers in the home market reduced the price of goods to the British people lower than they could ever have been produced by free trade. So far was the protective system carried that she would neither sell English wool to foreign manufacturers nor buy their cloth. In the early stages of English manufactures the exportation of wool was made a felony by the common law. The owner of a ship, knowingly exporting wool, forfeited "all his interest in the ship and furniture." (See Adam Smith's "Wealth of Nations," vol. 2, and pages 494, 495 and 496.)

(Continued on page 1061.)

THE ENORMOUS FIRE WASTE OF CANADA

By E. P. Heaton

Manager, Insurance Department, C.M.A.

A Fire Marshal System is Urgently Needed. Investigation, Inspection and Education by Competent Officials Would Save Millions of Dollars Worth of Property and Help to Abolish Incendiarism. Stir up Members of Legislature

IT is not unnatural that in the remarkable growth Canada has gone through during the last decade, she has not been able to keep pace with many of the modern developments of more matured and settled communities. There is so much to be done, in such varied directions, that it is manifest some very desirable and even necessary improvements should be postponed until a more convenient season. Nevertheless, no adequate excuse can be offered for Canada's indifference to meet and solve the problem forming the subject of this article.

The Province of Ontario has anticipated many popular movements, and in matters of insurance it has been the acknowledged leader; legislation adopted by Ontario in this interest has been generally followed by the passing of similar acts by the other Provinces of the Dominion. In the matter of the suppression of fire waste, and in the adoption of restrictive and punitive measures, Ontario has neglected its opportunity and indeed its plain duty, and the Western Provinces are blazing the trail. This is a standing reproach to the Government of Ontario! That the people of the Province have not risen in their might to demand adequate legislation may be due to the want of leadership, but does the reproach stand against them as strongly as against the Government?

This is not a matter for the insurance companies to agitate or undertake, although for many years the Association of Mutual Fire Insurance Companies of the Province have urged the Government of the day to grapple with the problem; this they did single-handed, but ineffectually. Others are now joining in the good work, and the object of this article is to present the case to the members of the Canadian Manufacturers Association to endeavor to enlist their personal co-operation. As an Association, we have done all we can presently do, and we must now officially rest while the individual members take up the burden, and each for himself stirs up his own community, the communities in turn interesting their respective representatives to the Legislature until they are up and doing.

Canada's $23,000,000 Annual Fire Waste.

It is quite clear that we must first have a clear conception of the existing evil. In the past five years there has been consumed by fire in Canada material wealth aggregating over one hundred and ten millions of dollars; the material resources of the country have been impoverished by this tremendous sum; the whole amount has been irretrievably, irrevocably annihilated; $3.00 per capita is the toll the people of this country are contributing every year to the devastation wrought by the fire fiend. Insurance does not afford a palliative; it may beneficially help the few who are called upon to suffer by distributing the contributions of the many, but in no sense does it restore, or make good a single centime of the property destroyed—that is all waste, irretrievably gone.

Acting as spokesman for a deputation that recently waited upon members of the Ontario Government, Chief Thompson of the Toronto Fire Brigade, emphasized the almost unbelievable statement that "75 per cent. of the fires that occurred are preventable." Whether the estimated preventable fires be 75 per cent. or 25 per cent. is immaterial, but it is an incontestable fact that a very large number of fires could and should have been avoided.

The Influence of the Fire Marshal.

I have already referred to a statement made by Fire Chief Thompson when heading a deputation to the Government asking for inauguration of a fire marshal system. The deputation was one of importance and represented diversified interests. The Association of Fire Chiefs of Ontario was strongly represented and if any class of men speak with authority, it is surely those who are in daily and hourly contact with the work of the fire fiend. The Union of Municipalities was represented by Mayor Lees of Hamilton, and ex-Controller Spence, of Toronto; the Associated Boards of Trade by Mr. John Firstbrook and Mr. F. G. Morley, of Toronto, and Mr. Russell T. Kelly of Hamilton; the Canadian Manufacturers Association by Mr. W. B. Tindall, Mr. G. W. Howland and the writer.

The arguments of the various speakers in favor of a fire marshal law were clear and convincing, but I have only space to mention two, and both are deserving of special prominence. Probably the strongest statement made was that, in all States where a Fire Marshall Law had been adopted and reasonably well enforced, the number of fires had greatly and steadily decreased with a corresponding reduction in the amount of losses sustained by fire, incendiarism had been practically wiped out, dangerous fire areas had been obliterated and the community had been made to realize that the evil was not only a live one but that its repression was quite possible.

What Was Accomplished in Ohio.

The example set by the State of Ohio in respect to both the completeness of its fire marshal law and organization was the basis of the first argument. There exists in this State the most complete and efficient system anywhere to be found; it is, however, the development of years under a most conscientious and earnest official. Fire Marshal Zuber is no political hack or party heeler; he has fully identified himself with his office; he has been most zealous in the administration of his trust and it is no wonder that the result of his work is acknowledged all over the continent by all the authorities as being unique and startling.

In this State, under fire marshal control, the fire waste has been reduced from approximately $11,000,000 to less than $7,000,000 in the past six years, notwithstanding that insurable values have practically doubled in that period. This result has only been accomplished by persistent enforcement of the law; one element of success is revealed in a recent report from which I quote:—

"During the month we have made re-inspection of a large number of properties . . . . and we find that at least 75 per cent. of our orders have been complied with. . . .

If default continues we expect to invoke the penalty provided by law."

The Example of the State of New York.

The second argument of the deputation was founded on a recent action of the great State of New York. Here a joint committee of the Senate and Assembly after many sessions and the hearing of much evidence, unanimously recommended the adoption of a fire marshal law. Their finding on this point is well worth recording. I quote it in full:—

"The second way to work for improved conditions is through the creation of the office of Fire Marshal. It should be the duty of the fire marshal to investigate and make a record of every fire, and this record should include the cause of the fire, in order that it may serve as a basis for a study of the fire hazard.

"It would be desirable (but possibly at present impracticable) if every person upon whose premises a fire starts should be required to go on his own initiative and report the fire and the circumstances to the fire marshal. This in itself would go far to reduce the number of incendiary fires. The fire marshal should see that premises were kept in good order and that in general strict fire preventive conditions were maintained. It might well be provided further that no insurance company should pay a loss until authorized by the fire marshal, or at any rate that the fire marshal should have the right to order payment stopped in suspicious cases pending an investigation."

This committee went so far as to prepare a model act and both branches of the State Legislature unanimously passed the measure. It is now law.

What New York State has done and the manner of its doing are surely entitled to respect, if not emulation.

Where are the Funds to Come From?

The Provincial Secretary asked this question in such a manner as to indicate that the Government of the Province had no funds to appropriate; one might almost have concluded that the treasury was empty and resources limited. Previous Governments have shelved the question on the same ground, but the excuse is too trivial and absurd to warrant any one in believing that there would be any difficulty in finding the money, if the Government could once be persuaded that the law was in the interest of the people of the Province, and that it should be enacted only to be enforced.

The Insurance Committee of the Association have indicated to the Government new sources of revenue that would not impose a burden on the citizens, but the proceeds of which, if earmarked for the observance of a fire marshal law, would pay the whole cost of an organization as complete as the circumstances required, and also leave a balance. Moreover, the Government collects over $50,000 a year in taxes from the fire insurance companies; why should not a part of that at least be apropriated for the purposes of the administration of this Act? Ohio devotes all its insurance tax for the maintenance of the marshals' organization (although it does not take it all even to meet the complete organization they have in that State); other States follow the same course. Is there the least reason why Ontario should not do the same?

Agitate.

Every member of the Association in Ontario should place the subject fairly and squarely before the member for his constituency and agitate until the Government fall into line with modern progress. Sentiment is growing rapidly, but persistent agitation is the only thing that will produce the final result.

The Duties of the Fire Marshal.

In anticipation of the enquiries concerning the duties of the fire marshal, I cannot do better than insert extracts from the bill prepared by the Joint Committee of the Senate and Assembly of the State of New York in relation thereto. The entire Act may be regarded as a model one which might well be printed in extenso, but, as some of its details are not applicable to this Province, it will satisfy all enquiries if we give the vital points:—

1. "The office of State Fire Marshal is hereby established. The Governor is hereby authorized and empowered to appoint, within thirty days after this Act shall take effect, by and with the advice and consent of the Senate, a suitable person who shall be a citizen of this State, as State Fire Marshal, who shall hold the office until his successor is appointed and qualified. Such officer shall keep his office in the capitol in the city of Albany and may be removed for cause at any time by the Governor. He shall receive an annual salary of four thousand dollars and shall be paid, in addition, his actual and necessary expenses incurred in the performance of the duties of his office. He shall devote his whole time to the duties of his office.

2. "The State Fire Marshal shall appoint a First Deputy Fire Marshal, who shall receive an annual salary of twenty-five hundred dollars, and a Second Deputy Fire Marshal who shall receive an annual salary of two thousand dollars. Each deputy shall also be paid his actual and necessary expenses incurred in the performance of the duties of his office."

Assistants' Duties.

3. "The assistants to the State Fire Marshal, as defined in the preceding section, shall investigate the cause, origin and circumstances of every fire occurring in any city, village or town in this state by which property has been destroyed or damaged, and so far as it is possible, determine whether the fire was the result of carelessness or design. Such investigation shall be begun immediately upon the occurrence of such fire by the assistant in whose territory such fire has occurred, and if it appears to the officer making such investigation that such fire is of suspicious origin, the State Fire Marshal shall be immediately notified of such fact. Every fire occurring in this State shall be reported in writing to the State Fire Marshal within thirty days after the occurrence of the same by the officer designated in whose jurisdiction such fire has occurred; such report shall be in the form prescribed by the State Fire Marshal and shall contain a statement of all facts relating to the cause and origin of such fire that can be ascertained, the extent of damage thereof and the insurance upon such property, and such other information as may be required."

Inspection of Property.

4. "The State Fire Marshal, his deputies or assistants, upon the complaint of any person, or whenever he or they shall deem it necessary, shall inspect all buildings and premises within their jurisdiction. Whenever any of said officers shall find any building or other structure which, for want of repairs or by reason of age or dilapidated condition or for any other cause, is especially liable to fire and which is so situated as to endanger other property, and whenever such officer shall find in any building combustible or explosive matter or inflammable conditions dangerous to the safety of such buildings, he or they shall order the same to be removed or remedied, and such order shall forthwith be complied with by the owner or occupant of such premises or buildings. If such order is made by any deputy or assistant to the State Fire Marshal such owner or occupant may, within twenty-four hours, appeal to the State Fire Marshal, who shall, within ten days, review such order and file his decision thereon, and, unless by his authority the order is revoked or modified, it shall remain in full force and be obeyed by such owner or occupant."

"Any owner or occupant failing to comply with such order within ten days after said appeal shall have been determined,

or, if no appeal is taken, then within ten days after the service of the said order, shall be liable to a penalty of fifty dollars for each day's neglect thereafter."

Powers of Officials.

"5. The State Fire Marshal or his deputies may, in addition to the investigation made by any of his assistants, at any time investigate as to the origin or circumstances of any fire occurring in this State. The State Fire Marshal, his deputies and assistants shall have the power to summon witnesses and compel them to attend before them, or either of them, and to testify in relation to any matter, which is by the provisions of this article a subject of inquiry and investigation, and may require the production of any book, paper or document deemed pertinent or necessary to the inquiry, and shall have the power to administer oaths and affirmations to any person appearing as a witness before them; such examination may be public or private as the officers conducting the investigation may determine."

"The State Fire Marshal or his deputies or any of his assistants may at all reasonable hours enter any building or premises within his jurisdiction for the purpose of making an inspection which, under the provisions of this article, he or they may deem necessary to be made."

Records.

6. "The State Fire Marshal shall keep in his office a record of all fires occurring in this State and of all the facts concerning the same, including statistics as to the extent of such fires and the damage caused thereby, and whether such losses were covered by insurance, and if so, in what amount. Such record shall be made daily from the reports made to him by his assistants under the provisions of this article. All such records shall be public, except any testimony taken in an investigation under the provisions of this article, which the State Fire Marshal in his discretion may withold from the public."

Annual Report.

7. "The State Fire Marshal shall annually, on or before the fifteenth day of February, transmit to the Legislature a full report of his proceedings under this article, and such statistics as he may wish to include therein; he shall also recommend any amendments to the law which in his judgment shall be desirable."

In a word the fire marshal law provides for *investigation*, *inspection*, and *education*.

INDUSTRY AND NAVIGATION AIDS

By W. W. Stumbles

Department of Marine and Fisheries

Coasts and Waterways Must Have Bells, Buoys and Lights for the Convenience, Safety and Development of Trade and Commerce. Some Devices are, and More Should be, Manufactured in Canada. Canadian Buoys Have Good Reputation

IF one enquires of a mariner commanding a vessel what are his reasons for demanding all kinds of aids to navigation, he will reply: "For the safety of the lives of those on board and the ship." He is satisfied with the primary reason and does not enter upon any detailed presentation of far-reaching benefits to trade and commerce as a carollary to installation of aids. He assumes that this branch of the subject is understood and does not need discussion. Therefore, the question of aids to him narrows itself down to making a request for them, and compliance with his request by the authorities.

In the vista of the future he sees no extra burden of additional costs upon his ship for establishing aids, as there is no taxation on shipping for the purpose in Canada; no tonnage tax as in the United States, nor light and buoy dues as in Great Britain and other countries. The mariner believes in taking advantage of the open door that invites him to ask for what he needs to protect him in darkness, storms and fog. If he gets the aids at all he gets them by the grace and favor of the Government Department which provides them.

How Manufacturers are Interested.

The manufacturer, merchant and consumer find something in the establishment of aids to navigation to excite their attention. They can easily perceive that the mariner by the aid of these helps can make a clear addition to his ordinary gains. They know he would not ask for them if they did not benefit shipowners. They enquire why they cannot derive some economical benefit in the way of reduced freights on articles, manufactured, sold and consumed. In the recapitulation of costs of articles on water-borne freight, it is reasonable to expect that the item of freight rate will be lower to them with the aids provided for the carrier than if no aids existed. Particularly so when they remember they contribute indirectly to the cost of building lighthouses which contain fixed, revolving, and flash lights with expensive lanterns and machinery for the operation of these distinctive lights for fog alarms, and for the making and placing of lighted, warning and ordinary kinds of buoys, for payment of lightkeepers salaries, wireless telegraphy, telephone stations, supply and ice-breaking steamers, tidal and hydrographic surveys, storm warnings, submarine bell stations, life-saving stations, signal stations and wrecking and dredging plants.

The comparison of rates of freight carried by rail and by vessel, between one given point and another, might form an interesting study, but space does not permit any lengthened discussion here. It is sufficient for the purposes of this paper to refer to the facts that the water-borne freight pays less tribute to the carrier than freight carried by rail. The mariner finds his road already made for him by nature. On the other hand, the railroad man must build his road along the line of least resistance. Although assisted in some cases by subsidies, the expense of construction and equipment puts it beyond his reach to compete with the shipowner. The pertinent question before us then is, What bearing have aids to navigation upon manufactures and carrying commodities to market. It must not be forgotten that other factors than a road to hand and aids to navigation, have their influence on freight rates by water. A return cargo, and facilities for loading and unloading in port, are particulars which the shipowner cannot ignore in making his charter or bills of lading.

What Navigation Aids Do.

Insurance rates are lower upon hull and cargo when effective lights, fog alarms and buoys have been placed. As an example we note the reduction within ten years on the St. Lawrence route. Undoubtedly, aids to navigation have largely contributed to the reduction, and the ever-increasing number has been repeatedly urged as a good reason for a still further lowering of rates. The rates of insurance, it is an admitted fact, would have been higher if the penetrating rays had not radiated nightly, or flashed their light upon the way of the mariner, and fog alarms thrown out their sound in murky fog and howling blizzards. The rates would soon rise if the mariner's skill were not supplemented by these dispensers of light and sound.

Enough has been said to establish the benefits to trade and commerce, which arise from a judicious installation of aids on making our waterways safer for sea traffic.

Canada has pursued the common-sense and practical policy of locating as many lights as possible upon our coasts, lakes, and rivers. There are no buildings or architectural beauty and design as in Italy, France, Germany, or of renown and celebrity as the Eddystone and Bell Rock towers of Great Britain, nor none so spacious and pretentious as the lighthouses of our neighbour across the border. Wood being so plentiful as a building material, it has been utilized generally, but, in recent years, reinforced concrete has been used in constructing the most important towers. Canada has not achieved any distinction in the manufacture of lenses, nor for that matter, has the ingenious American approached some of the old countries of Europe in this particular. We have depended upon Great Britain and France for our improved lamps and lenses.

European Systems.

In England, France, Germany and Sweden, different systems have obtained, and different kinds of illuminating apparatus are in operation. Fields have been opened for the inventor, the optician and the manufacturer of lighthouse appliances. Long and continuous tests and experiments have resulted, in these countries, in the adoption of one or another of several kinds of illuminants, lanterns, lenses, mantels and burners. These experiments have opened the door for manufacturing the numerous appliances, which are included in the general assembling of the mechanical parts, that make up the different types of lighting apparatus, and also of gases and vapours produced by the usual chemical methods, and of oil and electrical currents which form the illuminants.

No pretence is here made of describing the mechanical details, nor of entering the field of scientific subjects, which are comprised in the general question of illuminating apparatus nor of illuminants. These matters are within the realm of the engineer, whose business it is to study the matter of producing the most lighting power for the least expense. He must be depended upon for the consideration of the scientific part of the details of his structure and the optical range. He, in turn, must depend upon the inventor, the experimenter and the manufacturer. The selection of a system of lighting is no easy matter, but the high degree of efficiency and satisfactory working of European appliances and systems, go a long way towards solving the problem.

Manufacturing Apparatus.

The main question at this point is that of manufacturing lighthouse apparatus in Canada. The catoptric lamps, with reflectors more or less heavily plated with silver on copper, are made here to a limited extent. Since the general adoption of the dioptrical lamps, that require the use of lenses, no manufacturing establishment in the country has supplied this improved lighting apparatus. Our mechanics are not lacking in ingenuity and our opticians and others are surely capable of producing much of the material, required for the use of lighthouses in Canada. This has been proven by the manufacture of these lamps and lanterns at the Dominion Depot, Prescott, and reflectors and chimneys in other parts of Canada. Acetylene lamps for lighted buoys and unattended lights are made in Germany, where much attention has been paid to their peculiar construction.

The only two elements wanting, are capital and enterprise for the manufacture of the more complicated types of illuminating apparatus. It is not pretended that the work could be started without making arrangements with patentees, in some instances.

Where Canada Has Succeeded.

It must be remembered that the foregoing remarks apply only to apparatus for lighhouses and certain types of lamps. Canada can plume herself upon the success that has been achieved in the use of acetylene in buoys, and the ærial warning called the diaphone. Acetylene, from what is called water-to-feed calcium carbide, has been brought into general use in this country through the efforts of the discoverer of calcium carbide, and the persistent efforts of the Department of Marine by numerous tests and confidence in its lighting power.

A buoy is manufactured in Ottawa by a company which has met with phenomenal success, not only in Canada, but in other countries of the world. It is hardly necessary to repeat the claim for efficiency and the complete triumph of this type of buoy over all other lighted buoys now in use. At first, its general introduction was problematical, owing to the danger accompanying the use of acetylene. But the progressive changes which have been made in the manufacture of this aid have reduced the danger to a matter of control. The personal equation must always figure in the use of material liable to explosion, and if the regulations adopted for the prevention of explosions are strictly followed, the danger is reduced to a minimum to those who handle the ingenious buoys.

Types of Buoys.

A brief description of buoys may not be out of place even in an article intended mainly to show the bearing of aids to navigation upon our manufacturing industries. Low pressure acetylene buoys, combination acetylene light and whistling buoys, the combination acetylene lighted and bell buoys have proved superior in their use to other kinds of buoys.

The whistling device of the combination buoy is an improvement on the old type, on account of the increased area of the compression tube, the increase being from 4½ square feet in the Courtenay whistling buoy, to 7 feet and 25 feet in the combination gas and whistling buoy. This combination buoy is equipped for receiving the standard automatic submarine bell apparatus, which conducts the sound of the bell by water to vessels equipped with receivers.

The buoys are of two shapes, one eliptical and the other cylindrical, with the top of the body of the buoy forming a segment of a sphere. The gas generator is a tube of steel, placed vertically in the centre of the buoy and extending several feet below the body of the buoy, with a counterweight attached for the purpose of keeping the buoy upright. A grate is placed about one-third of the distance up from the counterweight, in the steel tube, and the calcium carbide crystals, size 4 by 8 inches, are put in at the top of the tube and rest upon the grate. The gas is generated by the water from beneath entering a hole in the counterweight and ascending to the grate in the tube. The gas, when generated, ascends through the carbide crystals to the purifier, from there to

the lantern by a small pipe. The light is shown by a cluster of flat flames with a round pilot flame to each flat flame, all surrounded by a Fresnel lens, giving to the lantern the property of throwing the light to a great distance. The lantern is supported by framework of structural steel resting upon the body of the buoy. When gas is produced faster than the lantern consumes it, the pressure of gas, being greater than water, forces the water away from the carbide and a temporary suspension of generation occurs during the time the gas is being consumed. The generation is resumed when the pressure of gas below stops and thus, the automatic operation proceeds as long as the carbide lasts.

Diaphone is manufactured in Canada.

The diaphone has proven in Canadian waters to be superior to the siren or explosive fog signals, though very much smaller in size and weight than the Scotch siren. The experience of the Marine Department, with compressed air horns, steam whistles and explosive fog alarms, was unsatisfactory. The Scotch siren which has been in use in Great Britain and considered the most effective sounding instrument at one time, was adopted at two of the most important stations on the Atlantic coast and the St. Lawrence River.

The diaphone has been developed, until it has reached a greater state of efficiency and perfection, than when first introduced by the Department. Its operations are carefully noted by the departmental officers, and it has been ascertained that the notes are distinguishable from the noises made by the sea on ledges and shoals, and by wind on the sea. The same results were not obtained, in all cases, with the siren and explosives.

The diaphone is manufactured in Toronto and is used in European countries; with these two examples of what is distinctly Canadian, in their manufacture, we may reasonably assume, that other efforts to manufacture some of the aids to the mariner, can be diversified and become more comprehensive, so that not only Canada but other countries, may find it to their interest to patronize our factories in supplying their wants.

HOW AMERICA HOPES TO AVERT PANICS

Will the National Reserve Association do for the United States What the Bank of England Does for the British Empire? The Individual Bank is the Unit of the Proposed System, Which Will be a Great Clearing House for all Banks

THE proposed formation of a National Reserve Association in the United States as a step in banking and currency reform, is attracting the attention of business men in all parts of the world. It is freely stated now that the industrial depressions and financial panics of the United States are largely due to the absence of a centralized banking system.

"The Government should not be expected either to protect and maintain the national gold reserve or to issue the paper currency of the country. In the nature of the case, it can not perform either function well. It can wisely supervise, but it can not well perform this service," said James Thompson McCleary, Secretary of the American Iron and Steel Institute, member of Congress from Minnesota, 1893-1907, recently in discussing American banking. It seems that the dissatisfaction which has been growing for many years will produce reform.

The Monetary Commission.

In May, 1908, Congress provided for a Commission, to report "what changes are necessary or desirable in the monetary system of the United States, or in the laws relating to banking and currency." In order that this Monetary Commission might command the full confidence of the country, by reason of non-partisanship and recognized ability, it was composed of prominent Senators and Representatives of both political parties, men whose experience in Congress had especially fitted them for this service.

After nearly four years of careful study, the Commission has devised a plan for a banking and currency system which, if put into operation, may save the country from financial panics in the future and accomplish several other desirable results in the promotion of domestic industry and foreign commerce.

The annual report of the Comptroller of Currency for 1911 shows that during the 20-year period, 1890-1910, nearly 400 American national banks became insolvent and were closed. During the same period State and private banks and trust companies to the number of nearly 1,400 had the same experience. That is, in the United States there was an annual average of about 20 failures of national banks and about 70 of banks other than national. In other words, the mortality expectation among American banks is on the average one failure every four days, the irretrievable losses to depositors averaging about $1,000,000 a month.

Bank Failures in England and Canada.

England has not always been immune from financial panics and bank failures. One hundred years ago, during the Napoleonic wars, she was suffering very greatly in that direction. In 1825 there was another panic and 63 English banks failed. Other financial panics occurred there in 1836, 1847, and 1857. The last one occurred in 1866. Thus, during the first two-thirds of the nineteenth century panics occurred in England about every 10 years. Since 1866, however, there has not been in England a single financial panic; that is, a single case in which there was a general breakdown of credit facilities. The encouraging thing is that she has succeeded in completely ridding herself of these disastrous experiences.

Even more interesting in this connection than the experience of any European country is that of Canada. During the period under consideration, in which the United States has had nearly 1,800 bank failures, Canada has had just 7, all of them small banks. With twelve times as many people, the United States have had more than two hundred and fifty times as many bank failures as Canada. It must be borne in mind, however, that a "bank" in Canada means a central institution and its branches.

The Association is not a Bank.

The Monetary Commission did not recommend the establishment of a central institution, which would do for the United States what the Bank of England does for the British Empire, but, instead, the creation of a "National Reserve

Association." This is defined by Hon. Franklin McVeagh, Secretary of the Treasury, as follows:

"It is not a central bank that is proposed. Of course the Reserve Association will perform some of the work of a bank. It will receive deposits and pay cheques. It will issue currency. It will buy and sell gold. It will buy and sell exchange. And it will loan money. But these things don't make it a bank in any sense in which a central bank is objected to. In the first place, it will not be privately owned, as a central bank would be. It will not be a competitor of the banks, as a central bank would be. It will not accept general deposits, as a central bank would, but only deposits of the Government and of the banks. It will not be run to make money, as central banks are. It will be organized exclusively for service and not for profit. But what, then, will it be if it will not be a bank? It will be an agency of the banks. It will be an organization to perform certain functions for the banks which, unorganized, they can not perform—functions which are, nevertheless, wholly necessary if the banks are to perform their part in the conduct of the business of the country continuously and adequately. It will be an agency of the general nature of a clearing house, though immensely broader and more useful."

The Organization.

According to the tentative plan outlined by the Monetary Commission, the authorized capital of the National Reserve Association shall be 20 per cent. of the capital of the banks eligible for membership, or approximately $300,000,000. The charter is to be for fifty years.

Membership in the Association is open to all national banks and to all State banks and trust companies which comply with certain reasonable requirements to insure safety. Each bank desiring to become a member must subscribe for an amount of the capital stock of the National Reserve Association equal to 20 per cent. of the capital of the subscribing bank, no more and no less, and become a member of one of the local associations hereafter described. This stock can be obtained only by the banks which become members of the Association, and it is non-transferable. So a controlling interest in the National Reserve Association cannot be bought up by either outsiders or insiders. Half of each bank's subscription to the capital stock of the Association shall be paid in cash, the other half remaining subject to call. When subscriptions giving it a cash capital of $100,000,000 have been received, the National Reserve Association may begin business.

Under these conditions, membership in and benefits from the Association can be had by every section of every State in the Union. This dispersed ownership is one of the marked features of the proposed plan.

Individual Bank is the Unit.

In the proposed banking system the unit of organization is the individual bank. These individual banks, State and and National, are to be united into co-operative organizations called local associations by grouping together subscribing banks located in contiguous territory. Each of these local associations must have at least ten banks, with an aggregate capital of not less than $5,000,000.

In ordinary times these local associations will steadily promote good banking methods, thereby reducing or eliminating the danger of bank failures. In times of stress the local associations will enable the banks to co-operate for mutual protection and to secure aid from the National Reserve Association, to the end that the banks shall be able at all times and under all circumstances to render the people of their respective communities that continuous and adequate service so essential to industrial prosperity.

According to Mr. McCleary, the proposed banking and currency reform would accomplish the following results:

(1) It would secure the American people absolute immunity from extensive financial panics and practical immunity from serious bank failures, limiting business suffering to those who have earned it.

(2) It should free business men in all sections of the country from the habitually recurring ordinary stringencies in the money market, such as those occurring during crop-moving times.

(3) It should provide more money for legitimate business and less for mere speculation, by providing the banks a better way of holding their reserves.

(4) It should vastly improve facilities for international exchange, thus helping greatly to increase and make more profitable foreign commerce.

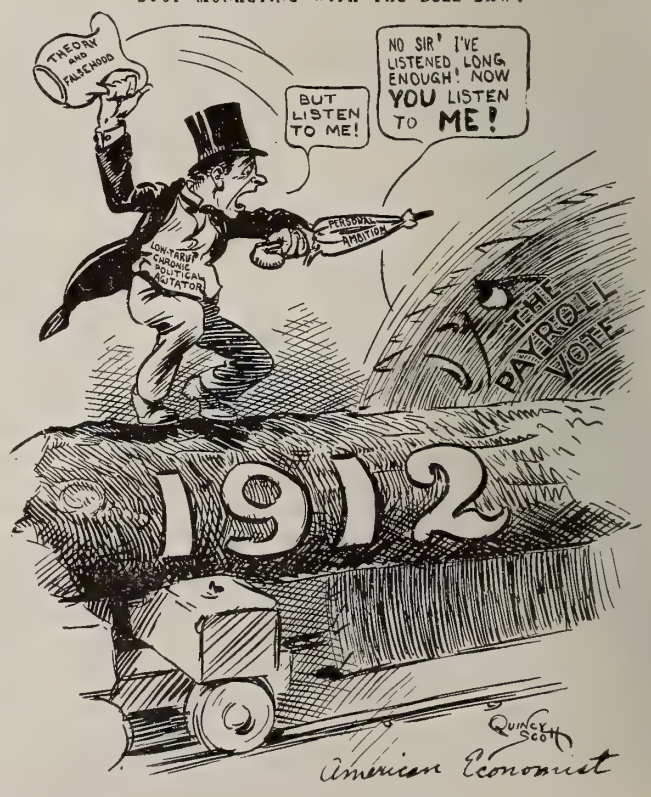
(5) It should promote equality of opportunity throughout the country by making interest rates substantially the same for equal security at the foot of the Rocky Mountains as in Chicago or New York.

THE MADE IN CANADA TRAIN.

The Canadian Home Market Association is supervising a "Made in Canada" train, which will tour the West. The object is to convince Western buyers of the excellence of goods manufactured in Canada. Further information will be furnished by the Canadian Home Market Association, 76 Adelaide Street West, Toronto.

Canadians may not generally know that this country produces furniture equal to anything that the United States or Europe can offer, and at prices with which these other lands can not compete. In future, in asking for furniture, it might be well to ascertain if such were made of Canadian material and by Canadian workmen.—*Ottawa Evening Journal.*

STOP MONKEYING WITH THE BUZZ SAW!





Views of the Canadian Pacific Railway's new office building, now being erected at the corner of King and Yonge Streets, Toronto.

BRITISH AND CANADIAN WORKMEN

By W. A. Craick

In Protectionist Canada Hamilton Workers Get Double the Wages of Birmingham Workers in Free Trade England. Rent in Canade is Only Two-Thirds Higher and Food is Very Little Dearer. Canada Easily Leads in Comfort.

IT is one of the interesting phenomena of the development of Canadian industry that so many cities and towns have grown into places in which the factory element has become the predominating feature. Sydney and Amherst in Nova Scotia, St. John's and Valleyfield in Quebec, Oshawa, Welland, Hamilton, Brantford, and Galt in Ontario, to name but a few, have become largely factory towns, dependent on their industries for their future prosperity. Already one begins to hear these places comparing themselves with the great industrial towns of England. In the number of their manufacturing plants, the variety of their product and the extent of their employment of labor, such comparisons may be regarded as having considerable justification.

There is one feature of the situation, however, which merits careful consideration. What effect is this concentration of industries in factory cities and towns having on the condition of the workingman? Or, in other words, under what conditions are Canadian workingmen living to-day in these centres of industry? To arrive at a satisfactory answer to this question some basis of comparison will have to be instituted. Only by contrasting Canadian conditions with those to be found in other countries, will it be possible to give an inquirer a proper conception of the situation.

Board of Trade Furnishes Statistics.

Thanks to the energetic and painstaking labors of the British Board of Trade, a complete and thorough description of working class conditions in the British centres of industry is available. All that is necessary to establish a basis of comparison, is to select some one typical British manufacturing city, investigate any desired conditions prevalent there and place over against these findings corresponding results obtained from a study of conditions in a typical Canadian city. It may then be assumed that what holds in the case of the one city, may be taken as representative of the general situation of labor throughout the whole country and the comparison will stand as a national one.

For the purpose of establishing such a parallel, let Birmingham be taken as the British city to be studied, and Hamilton, frequently called "the Birmingham of Canada," the Canadian city with which it shall be compared. Of course, strictly speaking, the two are scarcely comparable in point of population, Birmingham having probably seven times the number of inhabitants of Hamilton, but, what is more to the point, the character of the industries established in each is very much alike. Both cater largely to what is known as the hardware trade. The condition of the workingman, so far as the size of the city is concerned, is likely to be better anyway in the smaller and younger city, which is therefore one point in favor of the Canadian city.

Beginning with the homes of the working people, it is found that in Birmingham the prevalent types are houses with three and five rooms respectively. The former are found in the older sections of the city, and the latter in the newer and outer portions of the borough. In 1901, it was computed that nearly 30 per cent. of the whole population of Birmingham were living in three-roomed houses. The percentage has probably been reduced somewhat since then, but it is still astoundingly large, in spite of all that the authorities have accomplished.

Comparison of Homes.

A description of a typical three-roomer may prove interesting. It is usually a three-storied building, containing on the ground floor a living room, and a small "place," adapted as a pantry or scullery, or both. In many cases this "place" has no special provision for light or ventilation, frequently having no window, and being situated under the stairs. The front door of the house in nearly every case opens directly into the living room. Out of this room a stairway leads to the room above, where there is a bedroom rather larger than the room below. Above this is the third room, a bedroom similar in area to the room below, but generally rather less in height. A variation of this type is afforded by a two-storied building, on the ground floor of which are the living room and "place," while on the floor above are two small bedrooms. In both instances the houses are of the back to back kind with no through ventilation, the front house facing the street and the back house facing on a court.

The prevalence of these three-room houses in the central portion of the city has led to much overcrowding. At the last census it was computed that over ten per cent. of the entire population were living in "overcrowded" tenements. Fortunately this comparatively high percentage is being gradually reduced, for the municipal authorities are doing their utmost to cope with the problem.

The five-roomed houses in the outer sections of the city are distinctly superior. Long streets of monotonously uniform apearance contain dwellings with a sitting-room, kitchen and scullery on the ground floor and three bedrooms on the floor above. They are usually built right on the street; only a few have small gardens in front, while the number having gardens at the back is still more limited.

Any person familiar with Canadian cities must recognize that the homes of the working classes, particularly those of skilled artisans are a great improvement on this. In Hamilton, the predominant type of workman's dwelling is a five-roomed cottage, attached to which in nearly every case is a garden. These houses are practically all furnished with sanitary appliances. But the significant point does not lie so much in the character of the house as in the fact that in the majority of instances, the workman owns his own home. In fact, it has been estimated that at least seventy per cent. of the men employed in Hamilton factories either own their houses outright or are engaged in purchasing them with their savings.

The superior condition of the Canadian workingman in this respect needs no further elucidation. In point of accommodation and comforts, he is much better off than the Britisher.

Comparison of Wages.

Another necessary subject of comparison relates to wages. In Birmingham, payment is by piece work in many instances and individual earnings show considerable variations. The

principal industries in which time rates of wages are paid are the building, engineering, printing and furnishing trades. In the building trades, where a full week's work ranges from 51 to 56½ hours, the average wage is about 42s 9d per week. This works out aproximately 19c an hour for a 54 hour week. In the engineering trades the wage runs from 36s to 38s a week, or 16½c an hour on the average. In the printing trade it is 34s 6d a week or 15 cents an hour. (All these figures should be advanced slightly to meet the changed conditions since the report was issued, but the increase will not be large.)

Wages in the Canadian city are very much in excess of these rates. Bricklayers now receive 48 to 60 cents an hour, at least twice as much as similar workmen earn in Birmingham. Carpenters get 37c an hour. Printers earn $17 a week or 36 cents an hour for a 48 hour week. Skilled mechanics earn on an average of 35½c an hour. In short, wages in the Canadian city range about one hundred per cent. higher than those in England.

But, of course, the cost of living is decidedly greater in Canada. The Birmingham artisan gets his three-roomed dwelling for about four or five dollars a month, while for a five-roomed house he pays from 5s 9d to 7s 6d per week, being approximately $6.00 to $7.80 a month. To compare this rental with that in Hamilton, somewhat similar accommodation should be selected. A five-roomed house of about the same character as the Birmingham house could be had for $10 or $12 a month, the Canadian rental being from 60 per cent. to 66 2-3 per cent. higher.

Comparison of Prices.

Again, prices of commodities show similar variations, though here again it is difficult to give an accurate comparison, because the Birmingham prices were recorded some years ago now. A comparative table of necessaries shows the following results:

	Birmingham.	Hamilton.
Tea	32c per lb.	25c per lb.
Sugar, granulated,	4c "	6½ "
Sugar, yellow,	4c "	6½ "
Bacon	16c "	18c "
Eggs	24c " doz.	30c doz.
Butter	24-28c per lb.	27c per lb.
Flour	2½-3c "	3c "
Bread	2-2½c "	3 1-3c "
Milk	7c per qt.	8c per qt.
Coal	$3.20-$4 per ton.	$5.25-$7 per ton.
Oil	12c per gal.	18c per gal.

It may be assumed that since the Birmingham prices were recorded, the change in them has been comparatively slight, while the Hamilton prices are considerably in excess of those that prevailed when the Birmingham prices were taken. The conclusion is that the cost of necessaries in Hamilton is very little higher than their cost in Birmingham.

Combining the elements of wages, rents and food costs, and noting that, while wages are double in Canada, rents are only two-thirds greater and food very little higher, it must be evident that the workingman is much better off financially in the Canadian city. This fact is illustrated in one way by his ability to save enough to buy his house and in another by the amount to his credit in the savings bank, and the value of his life insurance. He has more of the comforts of life, more leisure to enjoy them and a greater freedom of action, all due to this margin between earnings and expenses.

Women Have Better Time in Canada.

Another significant feature in the comparison of labor conditions is the question of female labor. In Birmingham, the last census showed nearly 40 per cent. of all women over ten years of age as "occupied," and of these 19 per cent. were either married or widowed. They are employed in the steel pen industry, in bolt, nut and screw making, in the leather goods trades, in bronze and brass working, white metal and electro-plate making and the goldsmith and jewellery trades. They receive from 9s. to 16s. a week for expert work or approximately from $2 to $4.

It is true that a good many women find work in Hamilton factories, but it is for the most part in clothing factories and cotton mills, not in the metal factories. Their wages run from $6 to $10 a week, or more than double the wages of Birmingham women workers. Moreover, comparatively few of them are married, being for the most part young women, who, when they marry, stop working in the factories. In short, there is not the same necessity for women to work in Canada.

Child labor is not extensively used in Birmingham, though it is sad to note that at the last census, 12.6 per cent. of the boys and 8.3 per cent. of the girls between ten and fourteen years of age were "occupied." In Hamilton it is illegal to employ any child under fourteen years of age, while it is significant that 9,000 children are attending the public schools.

Canadian City More Sanitary.

From the health standpoint, the crowded British city where the people live in cramped houses, has many disadvantages as compared with the roomy Canadian city. It is true that Birmingham has eleven parks, ranging in area from 4 to 64 acres, and there are several public gardens and recreation grounds; but Hamilton, with but one-seventh its population, has already twelve parks to its credit with 210 acres. Conditions are reflected in the death-rate per thousand. In Birmingham, for the ten years 1896-1905, it averaged 19.8. Since then it has been somewhat reduced. In Hamilton the rate last year was 13.

The foregoing facts and figures will serve to give some idea of the relative conditions under which the workingmen live in the two cities. One might pursue the investigation further, and take up such questions as education, public health, public utilities, welfare work, profit-sharing, etc.; but all such inquiries would but lead to the same conclusion, viz., that the Canadian workmen are much better off in practically every respect than his British brother.

That the fiscal systems of the two countries have much to do with the matter would seem to be self-evident. Canada, under a protective system, offers its workmen good wages, comfortable homes, excellent educational advantages and many other blessings, while free trade England sees its labouring classes living for the most part under the undesirable conditions already described.

Increased business throughout the territory covered by the Canadian H. W. Johns-Manville Co., Limited, at Winnipeg, has neecsistated a move from their old quarters at 320 Main St., to 89 Princess St. Mr. M. C. Burgess, who has been a resident of Winnipeg for many years and is well and favorably known in that section, has charge of this office, and under his supervision is a force of nineteen men.

In Cuba commercial travellers' samples are, speaking generally, subject to full duty, but if re-exported within ninety days a rebate of 75 per cent. is granted. The samples must accompany personal luggage, and should not exceed $500. A few samples, such as cloth fabrics, trimmings, paper, etc., are admitted free of duty. An invoice certified to by a Cuban consular officer in Canada should include the gross and net weight of the package, and fully describe the nature of the samples therein.

BOILER EXPLOSIONS AND ACCIDENTS

By W. Buchan

H.M. Inspector of Factories

What Causes Them and How to Prevent Their Occurrence. A Study Which Should be of Great Interest and Benefit to Every Canadian Manufacturer who has a Boiler in His Factory. Special Boilers Have Their Special Weaknesses

Mr. W. Buchan, H. M. Inspector of Factories, has completed an exhaustive study of the boilers in the manufacturing plants of Great Britain. The results of his investigation have been issued in a concise memorandum by the Home Office. Although there has been some trouble over copyright, the Home Office has given INDUSTRIAL CANADA *permission to publish the report, which will appear in three instalments.* —EDITOR.

The principal causes of explosion are (1) deterioration or corrosion, (2) ignorance or neglect of attendants, (3) water-hammer action, (4) undue working pressure, (5) defective design, (6) defective workmanship, (7) defective material.

Deterioration and corrosion cover such causes as:—

(a) Ordinary wear and tear.

(b) Fatigue of material, caused by constant straining.

(c) Internal corrosion, due to acidity and other conditions of the feed water. The plates may be evenly reduced throughout, or they may be thinned in parts and unaltered at others, but the commonest form is pitting.

(d) Grooving, due to varying pressures and unequal expansion of the various parts.

(e) External corrosion, caused by leakage at seams, faulty connections, or damp brickwork, and

(f) Overheating, due to scale deposit, grease, or shortness of water.

Wear and tear and fatigue of material can only be provided for by reducing gradually the working pressure of the boiler under expert advice.

Internal Corrosion.

Internal corrosion is sometimes prevented by placing a piece of zinc within the boiler, attached to the affected part, but more often the addition of soda to the feed water is found useful to neutralize acidity of the water; care should be taken, however, not to add too much soda as corrosion of the brass fittings and foaming or priming, *i.e.*, the forcing up of water into the steam space, may result. Other antidotes for internal corrosion are available, but as so much depends on the precise character of the feed water they should only be used on the advice of an expert after an analysis of the water. Some forms of internal corrosion are slow to yield to any treatment; it is then desirable, if possible, to change the feed water, but if this cannot be done, reliance must be placed upon frequent and careful expert examination of the boiler, and prompt repair or renewal where necessary.

Boilers when not in use are frequently preserved by filling them with water to which a little common soda has been added; this is quite a good practice, if there is no fear of the water freezing, and if the water is not of an acid or corrosive character. Otherwise it is advisable, after cleaning the boiler internally, to keep it dry, by closing it so as to exclude air, and by placing in it trays of quick lime to absorb moisture, the lime being renewed when it becomes slaked.

Grooving.

As grooving is due to the movement of the plates during expansion and contraction, it is important, should this trouble be present, to avoid unnecessary variations in temperature and pressure; the firing should not be forced and the boiler should be worked under conditions as even as possible. When it does exist further development must be carefully watched and repairs executed before danger arises, and if the feed water is corrosive, steps should be taken to neutralize it, as grooving combined with corrosion leads to rapid deterioration.

External Corrosion.

External corrosion, probably the most common form of boiler deterioration, can always be prevented by removing the cause. The entire exterior of the boiler should be kept perfectly dry, leaky seams and faulty connections should be attended to at once, while the boiler covering should be removed periodically and the seating and flue covers should at least be "ploughed" (*i.e.*, removed at the seams) from time to time to ensure that no wasting is going on. Neglect of this precaution has been a fruitful source of fatalities. A boiler should be placed, if possible, above the ground and under cover; a damp situation should be avoided, but if this is inevitable, a concrete foundation of sufficient thickness should be used.

When serious wasting is discovered, arising from any cause, the plates should be drilled at the affected parts to ascertain the exact thickness, but before measuring them, the burr left by drilling should be removed or the plate gauged by an approved thickness finder.

Overheating due to Scale and Sediment.

Feed water often contains solid matter in solution (hard water*) or suspension. As evaporation proceeds, solid matter in solution is deposited as a fine precipitate which under certain conditions forms a hard scale or crust. Sea water acts in the same way, leaving a deposit of salt. If the feed water is sedimentary, *i.e.*, contains solids in suspension, there will be a deposit of mud within the boiler. It is most important to prevent any accumulation, and the remedies may be classified as follows:—(1) Substitution of a pure water supply, (2) treatment at the boiler, and (3) removal of all scale-

*There are two forms of the soap-destroying power known as hardness—(1) temporary hardness, due to the presence of calcium and magnesium carbonates, which are soluble in water containing carbonic acid, and (2) permanent hardness, due to the presence of calcium and magnesium sulphates or other salts soluble in water, irrespective of the presence of carbonic acid. Temporary hardness can be removed by boiling; the carbonic acid is driven off and the carbonates, no longer soluble, are precipitated. Permanent hardness cannot be removed by boiling; the salts are not thrown down, but as evaporation proceeds the solution becomes more and more concentrated until finally saturation is reached and the salts are deposited.

forming constituents from the feed water before it enters the boiler. The first remedy, although effectual, is not always practicable, and the second class covers such methods as (a) the systematic cleaning of the boiler and removal of scale, (b) blowing off regularly when the boiler is at work to carry away the deposit and keep the density† below 2.32, and (c) the addition of a suitable solvent which prevents the deposit forming a hard incrustation. Before using any boiler composition it is expedient to have the water analysed, and to settle the routine under expert advice, as a composition suitable with one kind of feed water may be useless with another, and it should be remembered that the use of such composition does not remove the necessity for systematic cleaning.

Remove Before Water Enters.

The most satisfactory way to deal with scale-forming constituents in feed water is to effect their removal before the water enters the boiler. Sediment may be removed by allowing the feed water to settle in ponds or by filtration, while hard waters may be treated by one of the many efficient water softening plants‡ in the market, and if temporary hardness only has to be dealt with, a considerable portion of the scale may be removed by using one or other of the satisfactory feed-water heaters now obtainable. The use of feed-water heaters and water softening plants is gradually extending, as they effect considerable economy by increasing the efficiency of the boilers and reducing the work of scaling, and incidentally lessen the risk of explosion from overheating.

A definite interval cannot be fixed for cleaning and scaling boilers as so much depends on circumstances. For each boiler this interval should be fixed by experience, and the best guide is probably the thickness of deposit, which should not be allowed to exceed a sixteenth of an inch on the main heat absorbing surfaces; particular attention should consequently be given to the removal of scale from parts exposed to high temperatures; for instance, furnace and firebox crowns and tubes of multitubular and water tube boilers. These tubes can be kept clean by the use of brushes or tube scrapers of various types, and if the deposit is hard, turbine cleaners can be applied. The latter are operated by water, steam, or compressed air, supplied by a hose, and the rapid succession of blows by the vibrator or milled cutter knocks the scale from the tubes, leaving them practically clean.

As nearly all the explosions of water tube boilers occur at the tubes it is most important that they be kept clean.

Overheating through Grease.

When exhaust steam is passed into the feed water to heat it, or the oily water of condensation from a condensing engine is used as feed water, grease will be present in the boiler, and as it becomes concentrated on the surface of the flues or tubes, will not only reduce the efficiency of the boiler, but be a positive source of danger, as it may lead to serious overheating and subsequent collapse of furnace crowns or tubes. "A film of grease one-hundredth of an inch thick offers resistance to the passage of heat equal to a steel plate 10 inches thick. In other words, grease offers a thousand times the resistance of steel to the passage of heat."

If it were only realised that the apparently harmless film of oil offered as much resistance to the passage of heat as a thick deposit of hard scale, more care would be taken to eliminate it.

To Remove Grease.

If oil is present in the feed water much of it exists in an emulsified condition, *i.e.*, in the form of minute suspended globules. The principal methods now in use for the removal of grease are:—

Filtration of feed water. Whether gravitation or pressure filters are used the feed water passes through some filtering medium such as canvas or sand. In land boilers this system is not advisable, as a rule, except as an auxiliary to other methods (mentioned below), as the filters only remove the bulk of the oil, but not the finest particles of it.

Separation of grease from the exhaust steam before the steam enters the condenser or heater. A grease separator consists of a metal chamber with a number of baffle plates inside. Owing to the large volume of the separator and the presence of the baffle plates, the velocity of the exhaust steam is reduced and consequently the bulk of the oil is thrown down. This method gives better results with non-condensing engines than with condensing engines; results are often unsatisfactory with the latter because of the great velocity of the steam as it passes through the separator.

Chemical treatment of the greasy water and subsequent filtration. The feed water is automatically treated with correct proportions of suitable reagents which collect the minute globules in a form suitable for removal by filters of wood fibre or sand.

Electrical treatment of the greasy water and subsequent filtration. The water is allowed to collect in a vat; the passage of an electrical current through the water, by means of metal plates, causes the minute globules to coalesce, and in this form the oil can be efficiently removed by sand filters.

If it is desired to heat the feed water by exhaust steam from which the grease has not been removed, the steam should be conveyed in coils of pipe and should not, upon any account, be brought into direct contact with the feed water. Where condensers are used, very satisfactory results can be obtained by combining a grease separator (placed between the engine and the condenser), with a good chemical or electrical method and subsequent filtration.

Water is Necessary.

Overheating through shortness of water has been a fruitful source of explosions. Shortness of water may arise from neglect of the attendant, failure of the water supply, absence or defect of water gauges, feed check valves becoming defective, blow-off cocks leaking, or the boiler may begin unexpectedly to prime. The defects of fittings, which lead to shortness of water, and such precautions as fusible plugs and low-water alarms will be considered later. As shortness of water may arise from so many causes, the attendant should not depend too much on routine in feeding the boiler. He should watch the water level very closely and should keep the water gauges in good order, testing them several times daily. Before firing in the morning he should invariably see that there is sufficient water in the boiler and should never depend on the fact that there was plenty the night before.

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†The density should be regularly ascertained by drawing a small quantity of water from the boiler at a special tap or at the gauge glass drain cock, taking care that the steam cock is closed, and placing in the water a salinometer or hydrometer, which consists of a bulb of glass or metal having a graduated stem on the top and a stem below filled with mercury to make it float upright.

‡In a recent instance the feed water of a certain boiler had 22 degrees of hardness (i.e., parts of carbonate of lime per 10,000) and much trouble was experienced by the deposit of a thick, hard scale after the boiler had been working a month. Since the introduction of a water-softening plant the hardness has been reduced to four degrees and the scale to a deposit of a friable nature barely one-sixteenth of an inch in thickness; the remaining four degrees are not dealt with, as the addition of more soda would introduce trouble in other directions.

When Boiler is Short.

Definite instructions cannot be given as to the best course to follow when a boiler is found to be short of water, as circumstances vary so much, and it is a subject on which there is considerable divergence of opinion. Generally speaking, for ordinary boilers, the fire should be immediately smothered with damp ashes, sand, earth, or even small fuel, the damper closed, and the fire door left open to allow the furnace crown to cool, whilst the pressure should be gradually relieved by keeping the engine running, if already in motion, or by carefully easing the safety valve, or by opening either the test tap, if any, or the top and drain taps of the glass water gauge. Some authorities recommend turning on the feed water; though accidents have probably occurred in this way, the practice may be allowed under certain conditions, *e.g.*, if the fire cannot be damped down, or there is reason to believe that very little of the furnace crown is bare, or if the feed pipe extends behind the firebridge. For water-tube boilers, the following suggestions are generally practicable:—

(1) Where there is no leakage and no sign of overheating, the feed should be started, the dampers closed and the fire doors left open;
(2) If the tubes are red or there is leakage, the damper should be closed, damp ashes thrown on the fire, the fire doors left open and the safety valve eased;
(3) If there is a considerable leakage from the tubes the fire doors should be closed, as there is risk in standing in front of the fires, and the damper should be shut and the safety valve eased.

In nearly all cases, drawing the fire is attended with danger, as the increase of temperature which accompanies the operation may be sufficient to turn the scale and bring about a serious collapse, besides necessitating the presence of the fireman in the danger zone. The foregoing suggestions are made for a crisis which, with careful attention, should never arise, and much must always be left at the time to the direction of the fireman who should be prepared beforehand, by study of the instructions issued by the insurance companies, to act promptly in such emergency. A boiler that has been short of water should not be used again until it has been examined by an expert and any necessary repairs executed.

Ignorance or Neglect of Attendant.

A comparatively small proportion of the recorded explosions (about 14 per cent.) has been due to ignorance or neglect on the part of attendants. These have arisen from such causes as shortness of water, due to inattention to water gauges, feed valves, or blow-off cocks; overpressure, due to neglect of pressure gauges or alteration of safety-valve loads; or over-heating, due to deposit through insufficient use of blow-off cocks or neglect to keep the boiler clean. In some cases, unreasonable demands are made upon boiler attendants; for example, a disastrous explosion occurred through the neglect of an attendant who had been on duty 35 hours. A person, however competent, could not be alert, either in mind or body, after such a spell of duty. Again, boiler attendants are sometimes entrusted with the execution of repairs, a practice to be deprecated, but the Board of Trade Reports show that some very serious explosions would have been prevented if the attendants had, in addition to the performance of their duties of feeding, firing, and cleaning, been taught to take intelligent care of the boilers under their charge, been given precise instructions in these and other necessary points, and been encouraged to direct immediate attention to any defects coming under their notice before they became dangerous.

When a boiler (one of a range) is at rest attendants should be particularly careful not to tamper with valves, as they may endanger persons cleaning or executing repairs, if steam or water is allowed to enter from some of the other boilers. It is good practice to hang a conspicuous notice on any valves or dampers that have not to be opened, or to secure them with a chain and padlock. When gas-fired furnaces are under repair the damper should be locked and the key kept by the foreman to prevent the possibility of the gas being turned on. Two men were severely burned in 1908, through neglect of this precaution.

Reference may be made at this point to the danger of back draught or flue-gas explosions to which boiler attendants are exposed by flames bursting from furnace doors. During 1908 no less than 187 men were injured in this way at steam boilers on factory premises. These accidents usually occur when firemen are breaking up banked fires. The unconsumed gases in the flues become ignited and, upon explosion, escape by the furnace mouth. Few accidents would occur from this cause if attendants made a practice, before breaking up a fire, of opening the damper wide enough to allow a sufficient quantity of air to be drawn through the flues to carry away the unburnt gases, and the fires should not be broken up until this has been done. Another method of removing the unconsumed gases is to maintain sufficient draught by two or more 1 inch holes in the damper plate. In some cases, where flue-gas explosions at boilers and economisers have been frequent, the top or side of the flues has been fitted with explosion flap doors, which open with the force of the explosion and relieve the pressure.

Water-Hammer Action.

Admission of steam under pressure into a pipe containing water is liable to set the water in rapid motion. This may also happen, while draining a pipe under steam pressure, by the condensation of the steam caused by its sudden contact with a large surface of comparatively cold water. In either case, the water will usually strike the side of the pipe or any obstruction, such as a valve, sharp bend or dead end of a pipe, with considerable violence, accompanied by a hammer-like report. Water-hammer has caused the fracture of many stop valves and steam pipes, and even a few blow-off valves and pipes.

Apart from disregard of instructions and precautions, explosions from this source have been due to over-estimation of safe-working pressure, use of incorrect pressure gauges and overloaded safety valves or valves made fast by dirt, or by water freezing in the escape pipes.

Other Causes.

Many explosions and accidents have been due to defects in design, such as unsupported furnace flues, imperfect staying, want of provision for expansion and contraction, use of lap joints causing subsequent grooving, omission of strengthening rings on manholes and mudholes, use of cast-iron connections instead of steel, and use of unsuitable fittings.

Defective workmanship has been the cause of many explosions, owing to the metal being injured, strained or fractured in the processes of flanging, dishing, and bending of plates, drifting rivet holes out of line, and by the burning of plates and rivets; careless caulking, defective welding, badly made screwed threads on stays, tubes, and nuts are other forms of bad workmanship.

Many explosions have been due to the use of laminated, blistered or burnt plates held together by rivets of inferior quality.

Dangers Peculiar to Particular Types.

The plain, cylindrical, egg-ended boiler, with its familiar hemispherical ends, is to be found chiefly in collieries and iron works; it is one of the oldest types in use but is rapidly becoming extinct. The boilers, set in brickwork and supported by side brackets or by saddles, are fired externally either by fuel or furnace gases. The manholes should be fitted with strengthening rings. The internal seams should be carefully examined for grooving or corrosion as there is considerable local straining owing to the fierce and varying temperature on the underside. Boilers of this type hold an unenviable position in regard to explosions. They should be kept particularly clean to avoid overheating of the bottom plate as deposit from the feed water naturally settles there. It is desirable to blow off frequently if the water is sedimentary, hard or saline. External corrosion should also be guarded against, adequate attention being given to the parts in contact with the closing-in brickwork, and to the wing brackets, and the boiler seating, if any, should be removed from time to time. Extra care should be taken where a battery of such boilers exists, as there is always the possibility of multiple explosion.

Cornish and Lancashire Boilers.

The Cornish boiler with single flue was the first type of internally-fired boiler used; Sir Wm. Fairbairn afterwards invented the Lancashire boiler with two flues, and there are other modifications of these, such as the Galloway and Sinclair boilers, in which the heating surfaces are increased by the introduction of small tubes across the flues. These types are most commonly found in factories and collieries and constitute at least 40 per cent. of the boilers in use in the United Kingdom. They should be made of mild steel plates of sufficent ductility, each ring of the shell being constructed of one plate, with the longitudinal seams on the upper part of the shell only, thus keeping them clear of the brickwork and away from the furnace gases, while all rivet holes should be drilled after the plates are bent into form and the burr removed before riveting. Above 80 lb. pressure, double strapped butt joints should be used to avoid grooving, and the staying of the end plates should be so arranged as to allow even distribution of the load; there should also be sufficient space (about 10 inches) between the flues and the ends of the gusset stays to allow the end plates to yield when the flues expand and contract. Oval man-holes should be placed with the shorter axis along the boiler, and in all compensation should be made for the solid material removed by suitable mild steel compensating rings fitted round the edges of the openings. Furnace flues should be welded longitudinally, and should have flanged seams at sufficiently short intervals to give the necessary strength. The flanges of the flues should neither be in the same plane as the circumferential seams of the shell nor be directly over the firebridge, while the radius at the roots of the flanges should not be less than 1 inch. The ends of steam drums over boilers should be carefully examined, at the fillets of the flanges of the end plates, for fine circumferential grooving due to expansion and contraction. In setting a boiler a damp situation should be avoided, if possible, but if a dry site cannot be found, a concrete foundation of sufficient thickness should be used. Flues should be large enough to allow easy examination of the whole boiler, and pockets in which unconsumed gases could collect should be avoided. The side flues should not extend above the water line. Fireclay should be used in contact with the boiler and not lime or mortar. The front plate should be two inches above the foot-plate. The front wall should be built sufficiently back from the front plate to allow easy examination of the angle iron joint, and should be recessed to leave the blow off connections perfectly clear. The brickwork in contact with the boiler should, at all points, be as narrow as possible. Modern forms of narrow seating blocks and flue covers make the boiler more accessible for examination, and the adjustable type can be easily removed for this purpose.

Defects.

In these boilers the principal defects which require careful watching are: (1) internal corrosion; (2) grooving at the internal seams, at the angle irons or flanges of the end plates, and at the junctions of the flues and the end plates; (3) external corrosion at leaky seams, faulty connections and manholes, damp brickwork, and at the bottom of front plates and blow-off connections; (4) collapsing flues due to wasting or overheating through scale deposit, grease or shortness of water. In addition to the general precautions already mentioned, the following should be observed: To prevent the wasting of front plates and blow-off connections, ashes should not be slaked on the footplate, but be removed in a barrow and slaked elsewhere. Fusible plugs should be fitted in the furnace crowns and be renewed periodically to prevent the dangers arising from shortness of water; a low-water alarm, if kept in working order, is an additional safeguard.

As the tubes in the flues of Galloway boilers also serve as stays, they should be carefully examined, and wasted tubes should be replaced by new ones.

Multitubular Dry-back Boilers.

These boilers should not, as a rule, exceed 15 ft. in length. The tubes should be so arranged as to allow easy access for inspection. The back end of the flue should be protected from the flames by a brick lining about 9 in. long and 3½ in. deep. A sufficient number of tubes should be screwed into the end plates to act as stays; these should be provided with nuts and the ends of the other tubes should be beaded over. Secure staying is particularly essential in externally fired boilers of this type. The dangers to be guarded against are practically the same as those of the Lancashire boiler, together with wasting of tube plates, due to leakage, and thinning of smoke tubes, owing to the scouring action of the fine particles in the flames.

Vertical Boilers.

Vertical boilers form about 20 per cent. of the boilers in general use. They are self-contained, require no brickwork setting, and are easily moved from one place to another. They are largely used on cranes at docks, quarries, buildings in course of construction and in small factories. As the working conditions of such boilers are, as a rule, somewhat irregular, the risk of explosion is, on that account, increased. The principal causes of explosion are:—

(1) Original weakness due to inferior workmanship.
(2) Collapse of firebox due to:—
  (a) Defective welding.
  (b) Grooving at vertical seams and at the junction of the uptake tube to the firebox crown plate.
  (c) Corrosion of the firebox plates caused by exposure to the weather when the boiler is out of use, by leakage at the tubes and seams, and by accumulation of damp ashes on and under the firebars.
  (d) Overheating, which may be the result of deposit on the firebox crown plate, or in the cross tubes, or in the narrow water spaces between the shells.

(3) The uptake tube may become unduly thinned, and collapse as the result of combined internal and external corrosion; the latter may be caused either by leakage at the seam uniting the uptake tube to the shell crown plate, aggravated by moisture from the engine exhaust and exposure to the weather, or by overheating, the result of forced firing.

(4) Rupture of shell, the result of general wasting, grooving at vertical seams and at the fillet of crown plate flange to the shell. Rupture may also take place through defective welding, or weakness at the edges of the openings of manholes and mudholes, or badly designed foundation plates, which collect ashes and cause active corrosion of the boiler plates.

Insist on Good Workmanship.

Vertical boilers, being small and easily handled during manufacture, are sometimes made in works not well equipped with modern tools. Under such circumstances, purchasers of this particular type of boiler should take special steps to guard against inferior workmanship.

As the shells are of comparatively small diameter they should be made as truly cylindrical as possible, and, for high pressures, it is advisable to use butt joints for the vertical seams to avoid grooving. In boilers of larger diameter, if subjected to high pressures, the crown of shell and crown of firebox should be stayed. Vertical seams of fireboxes should be carefully and solidly welded. To prevent overheating, firing should always be slow, and uptake tubes exceeding 12 in. in diameter should be fitted with cast-iron or fireclay liners. It is not advisable to pass exhaust steam from the engine into the chimney, as condensed steam is liable to trickle down the outside of the chimney and cause external corrosion where the chimney joins the crown. Ample facilities (handholes) should be provided for cleaning cross tubes and the narrow space at the bottom between the firebox and shell, while this space below the firedoor should be as deep as possible. Particular attention should be given to cleaning these parts as well as the crown of firebox. To prevent corrosion at manholes and mudholes, leakage at these parts should be guarded against. The manhole should be wholly in the steam space, as it is difficult to make a tight joint when a door is exposed partly to steam and partly to water. To prevent wasting at the bottom of the boiler, U-shaped foundation plates should be avoided. To allow of thorough examination of the firebox, the furnace door should be large enough or the boiler shell should be deep enough to admit a man through the ashpit opening, or the boiler should be placed on a recess built of brickwork; failing these methods the boiler should be turned over and laid on its side for examination. If worked intermittently, particular care is needed, when the boiler is not in use, to keep the firebox and uptake clean and dry, and the firebars clear of ashes; the outside of the shell and the interior of the firebox and uptake should be painted, if the boiler is standing for any lengthened period.

Vertical Tubular Boilers.

Vertical tubular boilers are modifications of the vertical boiler in which a number of small tubes are introduced to increase the heating surface. The preceding remarks on vertical boilers apply to this class and, in addition, the internal tubes should be examined for internal and external wasting, while corrosion of the firebox, owing to leakage at the ends of the tubes, has also to be guarded against.

Vertical Cylindrical Boilers.

This type of boiler is designed to utilise the waste gases from puddling furnaces. It consists of a vertical cylindrical shell, about 5 ft. in diameter and from 20 to 30 feet high, resting on a cast-iron framework or supported by four columns about 6 ft. high. The internal flue is concentric with the shell, and the furnace gases are led into the bottom of the flue, which is lined with firebrick to protect the plates from the fierce heat; the top of the flue is lined in a similar fashion to prevent overheating at the steam space.

Besides the ordinary dangers due to the use of indifferent feed water, etc., the following are peculiar to this type:—

(1) These boilers, owing to their height, are not very stable in high winds, and in some instances have been blown over. They should not be allowed to rest simply on the cast-iron framework, but should be clamped down and stayed overhead.

(2) The end plates are subjected to considerable strain, from a continuous expansion and contraction of the central flue, due to the varying temperature of the furnace gases, and from the combined weight (10 to 14 tons) of water, flue and brickwork within the flue; this strain is liable to produce grooving where the shell joins the bottom plate. This defect may easily escape detection, as the groove may become filled with sludge by the pressure above it. In 1907 a serious explosion occurred in this way and five men were scalded, one fatally. To avoid this danger, an internal angle iron should not be used, but the shell should be joined to the bottom plate by an external angle iron, and, in boilers of large diameter, gusset stays can be fixed, with advantage, between the shell and top plate.

(3) The special danger of overheating should also be avoided by keeping the firebrick lining at both ends of the flue in a good state of repair.

(4) The furnace plates at and above the water level should be frequently examined, as they are almost invariably affected by an acute form of confluent pitting. Handholes should be made in the topmost belt of the shell to allow of close examination of the furnace plates.

(*To be continued.*)

BUSINESS COMMANDMENTS.

The following "ten commandments" of German business have been circulated widely in the Fatherland.

1. In all expenses keep in mind the interests of your own compatriots.
2. Never forget when you buy a foreign article that your own country is thus made poorer.
3. Your money should profit no one but Germans.
4. Never profane German factories by using foreign machinery.
5. Never allow foreign eatables to be served at your table.
6. Write on German paper, with a German pen and German ink, and use German blotting paper.
7. German flour, German fruit and German beer alone can give your body true German energy.
8. If you do not like German malt coffee, drink coffee from German colonies.
9. Use only German clothes for your dress and German hats for your head.
10. Let no foreign flattery distract you from these precepts, and be firmly convinced, whatever others say, that German products are the only ones worthy of citizens of the German Fatherland.

FREE TRADE ECONOMY.

(Continued from page 1046.)

According to Free Trade theories, this kind of restriction, on the export of an article, would cause its production to cease, or, at least, decline very much. But the contrary is the case. England is, and has been for a long time, one of the greatest wool producing and wool manufacturing countries in the world,—Free Trade did not make British manufactures what they are; but found them fully developed, excelling everything else in the world, therefore it cannot be said that their success is due to it. If we copy British commercial policy at all, expecting to attain the same results, we must copy it in all its stages, in which case we will find, the stage of English history, corresponding with our present stage, affording great protection to our home manufacturers.

If we examine the history of the United States which, as a new country, somewhat resembles our own, we will find it divided into periods of free trade and protection. During a period of protection, the government paid off the debt of the Revolutionary War, and built up considerable home manufactures. Then came a period of free trade, which drained the country of specie, ruined the manufacturers, and ended in a great commercial crisis. Each period of free trade and protection, since that time, has produced a similar result. What is protection doing for the States now? Last year American manufacturers were sending machinery to Ireland; and English merchants complained that Americans were underselling them two dollars per ton on iron. The time is coming when the British Government may have to throw around their manufacturers the shield of protection once more. The present contention between workmen and masters may bring about a crisis in the manufacturing interests of England which will put their free trade principles to the test. Men talk bravely when danger is far off. So it is with British free traders while they know their own manufactures are an overmatch for foreigners. But let the British markets be flooded with foreign goods, let British manufacturers be ruined, let the country be drained of specie, and see how long they will hold to their free trade principles. This state of things would bring about as vigorous protection as ever. Free trade is an advantage to England now, but it was not so, or considered so, till it was seen that British manufacturers were an overmatch for foreigners.

Unnecessary dependence is a bad thing. The individual or nation that is depending, more than ordinarily, on others for any esential condition or prosperity, is ever in great danger. Such a condition is not favorable either to the increase of wealth or to the preservation of liberty.

The increase in the tariff, asked of the Government by Canadian manufacturers, would not be a tax, but an investment in home manufactures by the people, which would return to them with a large profit in a very short time. Government bonuses to railways correspond exactly with the principle of protection to home manufactures. Free traders say, "Let us do without home manufactures till they become sufficiently profitable to exist without protection." How would it suit to say, "Let us do without railways till they become sufficiently profitable to pay without Government or municipal aid." Trade can be left free in England for the same reason that railways can be built there without such aid as is usually required in this country. Comparison between England and Canada holds good in very few cases, and least of all in their trade relations. We aid railways by bonuses in order to bring producers and consumers into closer relations with each other; and protection to home industry has precisely the same effect.

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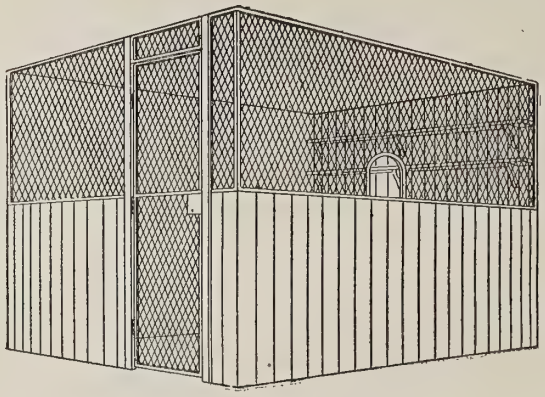
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We make every kind of SHEET METAL BUILDING MATERIALS AND DETAILS.

FREIGHT CHANGES

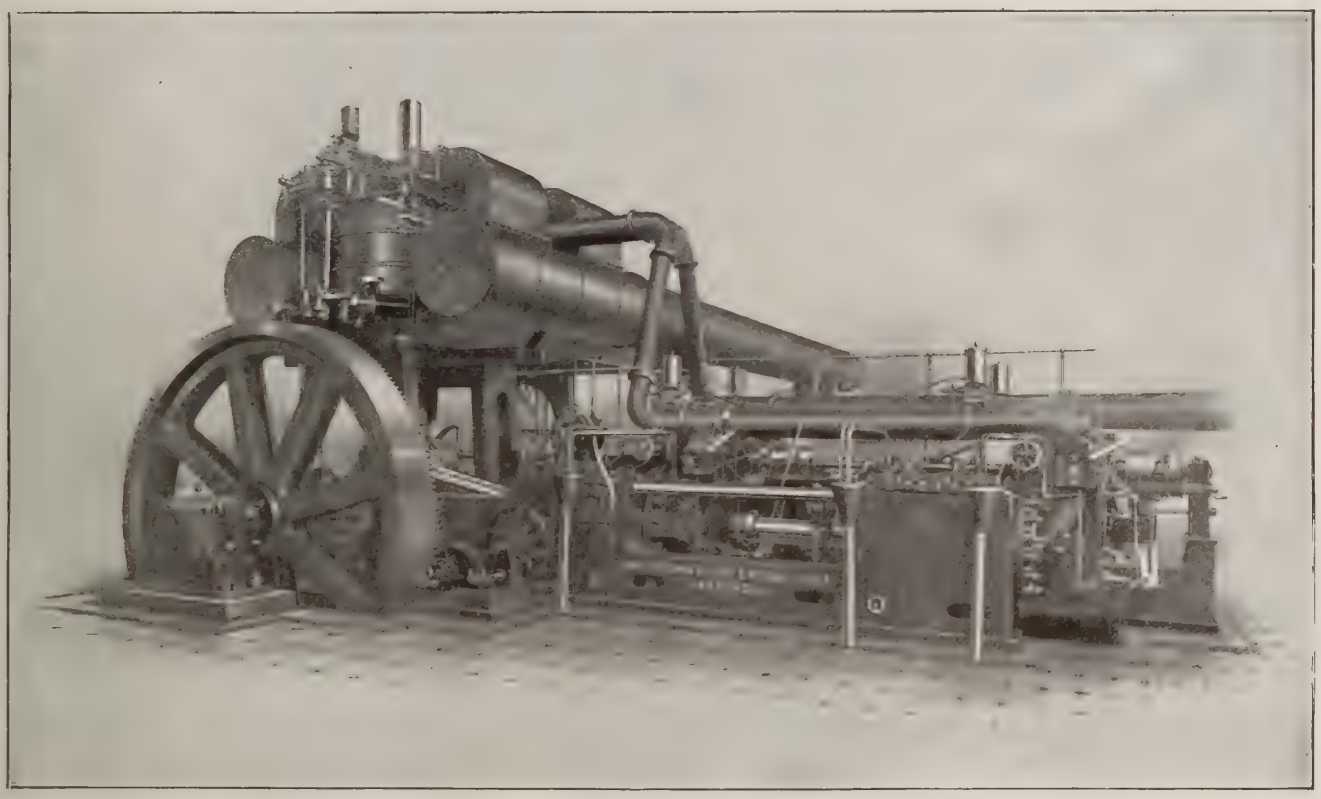
List of Freight Schedules Filed with the Board of Railway Commissioners During Month of March, 1912.

(The first column shows the old and the new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the railway number. C.L. stands for carload lots; L.C.L., less than carload lots.)

Canadian Pacific Railway.

Sup. 6 E 2250	Sup. 3 E 1848	Feb. 24-12	Switching, Interswitching and Absorption of Switching and C.P. stations.
Sup. 35 E 2124	Sup. 35 E 1720	Various dates	Commodities between C.P.R. stations.
E 2303 cancels rates in E 17 E 18 E 21 E 23 E 2209	E 1903 cancels rates in C 5 C 7 C 18 C 21 E 1805	Apr. 5-12	Classes from C.P.R. stations, Ontario Div., to Detroit and stations on the C. H. & D., M.C. and P.M. railroads in the U.S.
E 2304 cancels commodity rates in E 17 E 18 E 21 E 23 E 1855	E 1904 cancels commodity rates in C 5 C 7 C 18 C 21 E 1445	Apr. 5-12	Commodities from C. P. stations to points in the U.S.
Sup. 11 E 1655	Sup. 11 E 1242	Apr. 5-12	Commodities from stations on C.P.R. and connecting lines to Buffalo, Black Rock and Suspension Bridge, N.Y.
Sup. 7 E 2250	Sup. 7 E 1848	Mch. 11-12	Switching, interswitching and absorption of switching at C.P. stations.
Sup. 9 E 1714	Sup. 9 E 1301	Mch. 16-12	Canned goods C.L. between points in Canada.
Sup. 2 E 1699	Sup. 2 E 1286	Mch. 15-12	Cancellation of rates on stamped ware, tinware, etc., St. John's, N.F., and points on the Reid Newfoundland Co.
E 1406	E 1913	Apr. 17-12	Printing paper C.L. Joliette, Que., to New York, N.Y., 18 cts per 100 lbs.
Sup. 14 E 1841	Sup. 14 E 1431	Mch. 18-12	Pig iron C.L. between C.P. stations and to conecting lines.
E 2300 cancels E 2279	E 1900 cancels E 1878	Mch. 27-12	Warehouse Storage Charges.
Sup. 37 E 2124	Sup. 37 E 1720	Mch. 12-12	Coal tar C.L. Sault Ste. Marie, Ont., to Hamilton, 19 cts. per 100 lbs.
Sup. 34 E 2124	Sup. 34 E 1720	Mch. 15-12	Commodities between stations on the C.P. R. and to and from connecting lines.
E 2284 cancels E 990	E 1883 cancels E 579	Mch. 11-12	Classes between stations west and north of Toronto and stations east of Toronto to and including Montreal, Que., and Ottawa, Ont., also stations north of Carleton Place to and including Sudbury, Ont.

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CALGARY, NELSON, VANCOUVER, PRINCE RUPERT.

The Canadian Bank of Commerce

Paid-up Capital : : : : $11,000,000
Rest : : : : : : : : $9,000,000

Drafts on Foreign Countries

Every branch of this Bank is able to issue, on application, drafts on the principal points in the following countries :—

Africa	France	Peru
Arabia	French Cochin-China	Philippine Islands
Argentine Republic	Germany	Portuga
Australia	Great Britain	Roumania
Austria-Hungary	Greece	Russia
Belgium	Holland	Servia
Brazil	Iceland	Siam
Bulgaria	India	Siberia
Ceylon	Ireland	Soudan
Chili	Italy	South Africa
China	Japan	Spain
Crete	Java	Straits Settlement
Cuba	Malta	Sweden
Denmark	Manchuria	Switzerland
Egypt	Mexico	Turkey
Faroe Islands	Norway	United State
Finland	Panama	Uruguay
Formosa	Persia	West Indies

The West Awaits

THE

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TRAIN

It will carry all kinds of goods manufactured in Canada and public demonstrations of their excellence will be given in Western towns and cities en route.

Manufacturers wishing to have their goods aboard should communicate with the

CANADIAN HOME MARKET ASSOCIATION,
76 ADELAIDE ST. WEST, TORONTO

Grand Trunk Railway.

Sup. 49 E 2532	Sup. 49 C.Y. 20	Mch. 2-12	Crude Oil C.L. Onondaga to Wallaceburg.
Sup. 7 E 2431	Sup. 7 C.U. 63	Mch. 30-12	Commodities G.T. stations in Canada to points in the U.S.
Sup. 10 E 578	Sup. 10 V. 1		
Sup. 76 E 2245	Sup. 76 C.D. 63	Mch. 14-12	Building material between G.T. stations.
Sup. 48 E 2352	Sup. 48 C.Y. 20	Mch. 5-12	Commodities between stations in Canada.
E 2294	V 38	Mch. 21-12	Classes from Montreal to points reached by the Hudson Navigation Co.
Sup. 32 E 2020	Sup. 32 C.P. 57	Mch. 5-12	Paper, Valleyfield, Que., to various points in Ontario and Quebec.
Sup. 50 E 2352	Sup. 50 C.Y. 22	Mch. 5-12	Wrought Iron Pipe, C.L. Guelph and Welland, Ont., to St. John, N.B.
E 2496	V 39	Apr. 6-12	Class rates G.T. stations on the C.C.C. & St. L. Ry. in the U.S.
Sup. 55 E 225	Sup. 55 G.A.A. 3	Mch. 11-12	Pig Iron C.L. Midland, Ont., to points in the Maritime Provinces.
Sup. 80 E 2245	Sup. 80 C.D. 63	Mch. 14-12	Asbestos sand and asbestic C.L. Danville, Que., to Ottawa, Ont., 8½ cts. per 100 lbs.
Sup. 1 E 2499	Sup. 1 C.I. 137	Mch. 19-12	Pig Iron C.L. Midland, Ont., to Truro, N.S., $4.00 per gross ton.
E 2499 cancels E 225	C.I. 137 cancels G.A.A. 3	Mch. 18-12	Pig iron C.L. from Hamilton, Toronto, Midland, Montreal, and Jacques Cartier Jct. to points on G.T.R. and connecting lines.
E 2948	C.N. 116	Mch. 15-12	Machinery and boilers C.L. St. Catharines, Ont., to Edmonton, Alta, $1.24 per 100 lbs.
Sup. 1 E 2472	Sup. 1 C.Y. 22	Feb. 15-12	Scrap iron and steel, C.L. St. Paul to Amherst, N.S.
Sup. 6. E 2431	Sup. 6 C.U. 63	Mch. 14-12	Commodities from G. T. stations on connecting lines to points in the U.S.
Sup. 47 E 2532	Sup. 47 C.Y. 20	Feb. 21-12	Wrought iron pipe, C.L. Guelph and Welland, Ont., to St. St. John, N.B.
E 2491 cancels E 2448	C.R. 124 cancels C.R. 118	Mch. 20-12	Absorption of terminal charges on export traffic via Montreal.

Central Railroad of New Jersey.

556 Cancels 550	———	Feb. 24, '12	Iron and Steel articles, C.R. of N.J. stations to points on the C.P.R. in Canada.
Sup. 3 438	———	Feb. 24, '12	Iron and Steel C.R.R. of N.J. stations to points on the G. T. R.

Cincinnati, Hamilton and Dayton Railway.

Sup. 3 262	Sup. 3 5603	Feb. 22, '12	Commodities Indianapolis and Moorefield, Ind., to

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THEY CUT THE COST OF INSURANCE FROM 50 TO 80 PER CENT. IN ALL FACTORIES = WAREHOUSES = STORES

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Dominion Corset Co.	Quebec	Canada Carriage Co.	Brockville
Simonds Canada Saw Co.	Montreal	Laing Packing Co.	Montreal
Alaska Feather and Down Co.	Montreal	Canadian Spool Cotton Co.	Montreal
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OF CANADA

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UNITED TYPEWRITER CO. Limited
Toronto
and all other Canadian cities

New York Central & Hudson River Railroad.

2193 cancels 1789	A 21754 cancels A 19196	Apr. 4-12	Binder Twine C.L. Auburn, N.Y., to points in Canada
2196 cancels 1832	A 21759 cancels A 18816	Apr. 5-12	Pig iron C.L. North Tonawanda, N.Y., to points in Canada.
2200 cancels 1125	A 21776 cancels A 10240	Apr. 5-12	Iron pumps, Seneca Falls, N.Y., to Montreal and Montreal points.
Sup. 12 1878	Sup. 12 A 19388	Apr. 16-12	Import commodity rates from New to points in Ontario.
2210	A 21839	Mch. 29-12	Boilers and engines C.L. Oswego to Montreal
22+2	A 21793	Mch. 15-12	Manganese ore C.L. New York to Toronto, $3.00 per ton 2,240 lbs.
Sup. 1 1831	Sup. 1 A 18179	Mch. 15-12	Pig iron C.L. North Tonawanda, N.Y., to points in Canada.

Pennsylvania Railroad.

Sup. 7 301	———	Apr. 1-12	Commodities P.R.R. stations to points in Canada on the G.T.

Baltimore and Ohio Railroad.

976 cancels 506	———	Apr. 8-12	Carbon plugs, Clarksburg, W.Va., to points in Canada.
402	———	Mch. 15-12	Manganese ore C.L. Jersey City, Philadelphia and Baltimore to Toronto, $3.00 per ton 2,240 lbs.

West Shore Railroad.

553 cancels 477	A 7552 cancels A 6251	Mch. 25-12	Alcohol C.L. New York to Prescott, Ont., 18 cts. per 100 lbs.
557 cancels 483	A 7569 cancels A 6538	Mch. 25-12	Commodities from New York to Montreal.
559 cancels 487	A 7571 cancels A 6566	Mch. 25-12	Nitrate of Soda C.L. New York to Belœil, Que., 18 cts. per 100 lbs.

Michigan Central Railroad.

Sup. 14 1774	Sup. 14 8837	Mch. 28-12	Commodities from stations in Canada to points in the Middle and Western States.

Philadelphia & Reading Railway.

378	———	Mch. 26-12	Iron and Steel Articles, Coatesville, Pa., to Montreal, 22 cts. per 100 lbs.
377	———	Mch. 15-12	Manganese ore C.L. Chester and Philadelphia, Pa., and Wilmington, Del., to Toronto, $3.00 per ton, 2,240 lbs.

New York, Susquehanna & Western Railroad.

3 cancels 122	SW 1964 cancels SW 1294	Mch. 26-12	Rubber shoddy, Butler, N.J., to Montreal.

Pere Marquette Railroad.

1437 cancels 1431	3721 cancels 3704	Mch. 29-12	New Furniture and Leather from Manistee, Mich., to points in Canada.

Metal Lockers in Factory or Warehouse

decrease the fire hazard, add to the comfort of workmen and make neatness and cleanliness possible.







OUR METAL LOCKERS

have exclusive features protected by patents which reduce their cost but increase their efficiency. They are strong, sanitary, compact, serviceable. Let us discuss with you the cost of installing a system of lockers in your factory.

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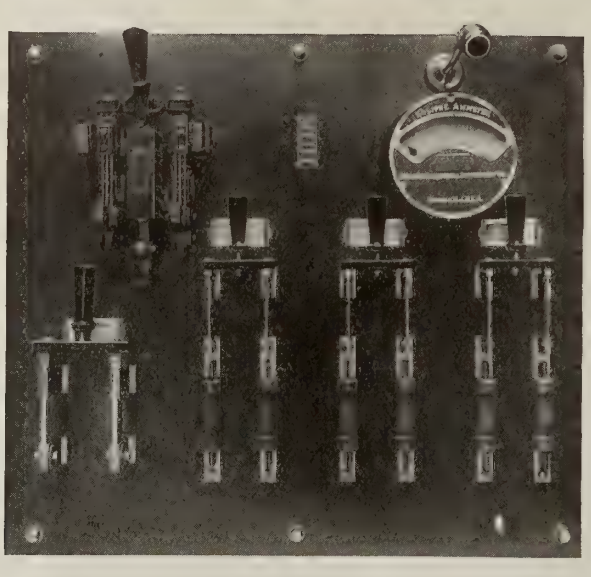
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CHIEF OFFICE FOR CANADA, TORONTO

LONDON & LANCASHIRE FIRE INSURANCE COMPANY

ALFRED WRIGHT, Manager, 8 Richmond St. E.

No man or newspaper favoring "continental free trade" can be accounted friendly to the American policy of Protection. Why should the producers of Canada and Mexico be given free access to our markets when they do not pay one cent of tax for the support of our government? Nations must make their tariff laws on the basis of perfect equality for all who desire to trade in their markets. The favored-nation clause in commercial treaties may be an absurd thing, but so long as it is maintained all foreign countries must have the same treatment. The proposition for free trade with Canada and Mexico is only an entering wedge to break down the protective system and establish free trade with all other countries.—*The Protectionist.*

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.

255. **Beef Powder.**—A London firm asks the address of Canadian manufacturers of beef powder.

256. **Box Shooks.**—A firm in Capetown wish to secure the name of Canadian manufacturers and exporters of box shooks.

257. **Brushes and Brooms.**—A firm in South America wish to communicate with Canadian exporters of brushes and brooms.

258. **Carriages.**—A large firm of importers and commission merchants desire to be placed in touch with shippers of Canadian carriages, suitable for the Argentine market.

259. **Elm Staves.**—A manufacturer of barrels in Newfoundland wishes to communicate with Canadian manufacturers of elm staves.

260. **Fencing.**—A firm of importers in Buenos Aires desire to be put in communication with exporters of fencing. Prices should be quoted c.i.f. Buenos Aires, or f.o.b. New York, with freight rates, shipping weights, etc.

261. **Fencing Wire and Wire Netting.**—A South African firm of general merchants wish to be placed in communication with Canadian manufacturers of fencing wire, barbed and plain and galvanized wire netting.

262. **Handles.**—A Lancashire firm wish to receive prices and catalogues from Canadian manufacturers of broom handles in 4 ft. and 5 ft. 6 in. lengths.

263. **Household Furniture.**—A South African firm of general merchants wish to communicate with Canadian manufacturers and exporters of household furniture.

264. **Iron Screw Bolts.**—A South African firm of wholesale general merchants wish to be placed in communication with Canadian manufacturers and exporters of iron screw bolts of various sizes and lengths from 2½ x ⅜ in. up to 24 in. x ¾ in. having cup head and square neck and ordinary square nut.

265. **Leather.**—A leading firm of leather merchants in Melbourne, Australia, desire to receive samples with bedrock quotations for cash against documents, on Canadian sole leather, known as hemlock tanned rough crust.

266. **Leather Cloth.**—Enquiries are made for the names of Canadian manufacturers of leather cloth.

267. **Lobsters.**—A Manchester firm wishes to receive quotations from Canadian exporters of canned lobsters.

268. **Maple Rollers.**—A manufacturing company in Sweden invite quotations from Canadian producers of maple rollers suitable for mangles and wringers.

269. **Paints.**—A Newfoundland cooper is open to receive quotations from Canadian manufacturers of paints.

270. **Paper.**—A London company wish to be placed in touch with Canadian manufacturers of Kraft brown, news printing and glazed colored papers, who can fill orders for shipment to Australia and New Zealand.

271. **Printing Paper.**—A Derby firm would like quotations on Canadian printing paper.

272. **Spades, Shovels, Edge Tools and General Hardware.**—A South African firm of general merchants desire to get into communication with Canadian manufacturers and exporters of spades, shovels, edge tools and general hardware.

THE
New Zealand Shipping Company, Limited

CANADA
: TO :
Australia and New Zealand

Regular monthly sailings from Montreal in summer and from St. John in winter. Calling at Melbourne and Sydney (Australia), Auckland, Wellington, Lyttelton and Dunedin (New Zealand). Sailings 15th of each month.

Through bills of lading issued to all points in Australia, New Zealand, Tasmania and other islands of Oceania.

Marine Insurance effected at rates equal to those given from New York.

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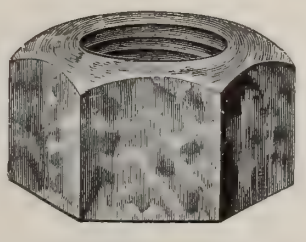
The Metallic Roofing Co., Ltd.
Manufacturers and Exporters
TORONTO, ONT. WINNIPEG, MAN.
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John Morrow Screw & Nut Co.
LIMITED

MANUFACTURERS OF

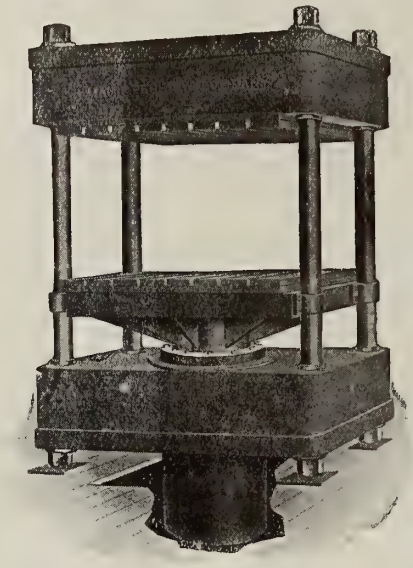
Set Screws Cap Screws
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M. BEATTY & SONS *LIMITED*
WELLAND, ONT.



Manufacture

DREDGES, DITCHERS, DERRICKS, Steam Shovels, Clam Buckets, Coal and Concrete Tubs, Steel Skips, Mine Hoists, Hoisting Engines, Steel Dump and Deck Scows,
Submarine Rock Drilling Machinery and other Contractors' Machinery

AGENTS:
E. Leonard & Sons, St. John, N.B., and Calgary, Alta.
H. E. Plant, Montreal, Que., H. W. Petrie, Limited, Toronto, Ont.
Dominion Equipment & Supply Co., Limited, Winnipeg, Man.
R. Hamilton & Co., Vancouver, B.C.

273. **Tanned Indian Sheep and Goat Skins.**—An Indian firm wish to secure the addresses of the largest Canadian importers of tanned Indian sheep and goat skins.
274. **Varnish.**—A firm in South America wish to get in communication with Canadian exporters of varnish.
275. **Wood Turnings.**—A west of England firm makes enquiry for the names of Canadian manufacturers of wood turnings, such as dowels, spindles, legs for chair work and wooden wheels for toys.

AGENCIES.

1. A St. Petersburg firm desires to represent Canadian exporters of machinery and similar goods.
2. A furniture manufacturing company in Sydney, New South Wales, wish to obtain an agency for Canadian wooden chairs, upon a commission basis.
3. A Canadian manufacturers' agent in Buenos Ayres desires to be placed in touch with exporters of office desks.
4. A manufacturers' agent in Buenos Ayres desires to be placed in touch with exporters of tables.
5. A Japanese firm wish to act as agents for any Canadian firm desiring to export to that country.
6. A London firm wish to obtain the buying agency of a Canadian manufacturer of medium-priced organs.
7. A commercial traveller whose territory lies in Quebec and New Brunswick enquires for specialties which he can handle as a side line.

NEW PATENTS.

The following is a list of patents granted recently by the Canadian Patent Office, to Canadians, and furnished by Fetherstonhaugh & Smart, Castle Building, 53 Queen Street, or Fetherstonhaugh & Co., 5 Elgin St., Ottawa, Canada.

138,250, D. Maxwell, St. Mary's, Ont.—Churns. David Maxwell & Sons.
138,255, B. V. Paine, Port Hope, Ont.—Water Chamber for vessels provided with inlet and waste outlet pipes. The Standard Ideal Co., Limited.
138,278, I. O. Hall, Bassano, Alta.—Devices for applying hair tonics. Ina O. Hall & G. Chas. Strange.
138,291, Thos. Allatt, Toronto, Ont.—Machines for making paper receptacles.
138,294, Chas. Arntt, Vancouver, B.C.—Fountain oilers for floor or polishing surfaces.
138,311, V. B. Convis, Toronto.—Steam traps.
138,313. Chas. H. Cowan, Toronto.—Sanitary Stationary wash basins.
138,314. A. Craig, Virden, Man.—Oil carburetting generators.
138,328. E. D. Houk, Orillia, Ont.—Veneer boxes and the processes of making the same.
138,329. A. F. A. Gray, Que.—Vehicle tires.
138,346. I. Holman, Berlin, Ont.—Leather club bags, chatelaines and the like.
138,349. Jno. W. Jackson, Moose Jaw, Sask. Gasoline traction engines.
138,358. Ed. W. Kolb, Montreal, Que.—Car window screens.
138,259. F. W. Lake, Kingston, Ont.—Engines.
138,380. A. J. Ratcliff, Victoria, B.C.—Biscuit cooling devices.
138,389. H. H. Smith, Peterborough, Ont.—Fastening means for spring mattresses.
138,395. Wm. J. Welsh, Hamilton, Ont.—Open block rests.
138,396. N. Jos. Warner, Hespeler, Ont.—Brackets.
138,402. Geo. A. Wiggins, Haileybury, Ont.—Adjustable door stops.
138,404. L. Yanowszky, Toronto, Ont. Tires for vehicles.

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We Can Save You Money!

HOW ?

- By facilitating your delivery problems.
- By increasing your radius of action.
- By giving you actual daily service, despite adverse conditions of roads and climate.
- By moderate initial cost, low up-keep charges. Maximum results at minimum expense.

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We can diagnose your case and apply a remedy.

Schacht Motor Car Co. of Canada
Limited

Manufacturers of Pleasure Cars and Commercial Motors. Factory at Hamilton. Ont.

New Garage, Service Depot and Show Roooms,
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AMONG THE INDUSTRIES

Revillon Bros., intend to erect a warehouse, costing $300,000, in Edmonton, Alta.

The Canadian Carbide Company are extending their factory at Merritton, Ontario.

Mr. A. A. Guy has received a permit to build a sash and door factory in Calgary, Alta.

Kirvan-Doig, Limited, Maisonneuve, Que., propose to erect a shoe factory in that place.

The Dominion Trust Company will erect an office building, costing $230,000, in Victoria, B.C.

Plans are being prepared by R. Traux and Son for a new furniture factory in Hanover, Ont.

The Prognuelo Wine and Spirit Company are building a business block in Lethbridge, Alta.

The Aetna Rubber Company, Cleveland, O., have purchased a factory site in Owen Sound, Ont.

Temporary quarters have been secured by the Canadian Top Co., Ltd., Tilbury, Ont., which recently suffered from fire.

A free site and tax exemptions have been granted the Canadian Brake-shoe Company by the City of Sherbrooke, Que.

A syndicate has purchased a site containing 8,167 square feet in Montreal, Que., for the purpose of establishing a departmental store.

The Newfoundland Pine and Pulp Company, New Bay, Newfoundland, propose to erect a saw-mill next spring at Botwood, Newfoundland.

The R. C. Hupp Motor Manufacturers, of Brandon, Man., have opened out an agency on Eighth Street, and will be under the management of Mr. O. Muller.

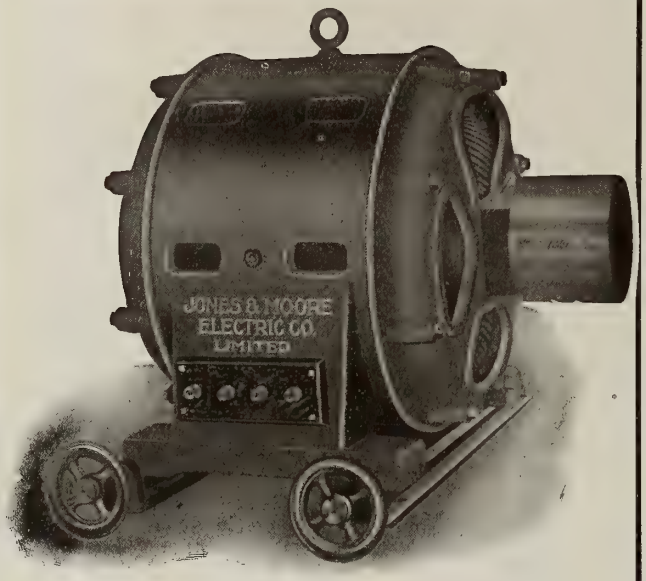
It is understood that the Bathurst Lumber Company, which has acquired the property of the Nepisquit Lumber Company, will construct a pulp and paper mill at Bathurst, N.B.

The ratepayers of Listowel, Ont., have decided to grant civic privileges to The Andrew Malcolm Furniture Company, of Kincardine, on condition that the Listowel Furniture Company's plant be taken over and operated.

The United Coke and Gas Company, New York, is negotiating for the purchase of the Hamilton Gas Light Company's plant and for the holdings of the Ontario Pipe Line Company, in Hamilton, Ont. The deal involves $2,500,000.

The Brandon branch of the Canadian Stover and Gasoline Engine Co., have moved from their old premises into larger and more convenient quarters in Pacific Avenue. They have also taken over the agency of the Gray-Campbell Co., and announce they have also bought out the Brandon Machine Works, which includes machinery, premises and site, with the intention of re-modelling the whole place.

Jones & Moore Electric Co.
LIMITED
294 - 300 Adelaide St. West - Toronto



Manufacturers of Dynamos and Motors

Over 3,000 Machines now in Successful Operation.
Estimates Furnished on Complete Installations.
Repairs Promptly Performed

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Of guaranteed purity by the Claude's Process. The largest and most up-to-date plant now in operation on this continent.

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AND ALL SYSTEMS OF

WELDING AND CUTTING PLANTS

For welding steel, cast iron, copper, brass, lead, aluminum. For cutting steel and wrought iron.

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MANUFACTURER OF OXYGEN
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Hoffmeister Bros., Ltd., Vancouver, B.C., are building a garage.

Work will begin next spring on the G.T.P. hotel in Victoria, B.C.

Mr. J. A. Goodwillie is building a canning factory in Welland, Ont.

The Henrietta Hotel Company will erect a hotel in Welland, Ontario.

Mr. Wiggins has prepared plans for a business block at Calgary, Alta.

The Merchants Bank of Canada will erect a $15,000 building in Nanaimo, B.C.

The Tuckett Cigar Company are extending their cigar factory in London, Ont.

Messrs. Brown and Mitchell intend to erect a business block at Brandon, Man.

Mr. A. G. McLean is considering the erection of a saw mill at Lethbridge, Alta.

The Toronto Stock Exchange have engaged an architect for their new building.

Mr. John Curry is erecting a $50,000 store and office building in Windsor, Ont.

The Canadian Mosaic Tile Company are building a $15,000 factory in Victoria, B.C.

The Wm. Neilson Company, Toronto, are building a $9,000 extension to their factory.

Mr. Stephen Jones is installing a new hot water system in his hotel, Victoria, B.C.

Messrs, Stuart and White are building a store, costing $28,000, in Vancouver, B.C.

Mr. J. J. Banfield will erect a store and apartments, costing $160,000, in Vancouver, B.C.

Offices and stores, costing $170,000, will be erected in Montreal, by Mr. Carl Rosenberg.

The Thompson Knitting Company, London, Ont., will erect a larger factory in the spring.

Plans have been prepared for a G.T.P. hotel, costing $1,000,000, at Prince Rupert, B.C.

The Dominion Canners, Ltd., Hamilton, Ont., propose to erect a factory in Tibury, Ont

Jas. Robertson and Company, Toronto, will build a molding shop, costing $70,000, in Toronto.

John Harrison and Sons and Company, Ltd., require machinery for a saw and planing mill.

If the Valley Brick and Tile Co., Annapolis Royal, N.S., merges with the Nova Scotia Clay Works, Ltd., a $50,000 brick plant will be built.

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The Massey-Harris Company will erect a new warehouse, containing four acres of floor space, in Toronto, Ont.

The Swift Canadian Company are planning to locate a plant in Victoria, B.C.

The Swift Canadian Company will erect an elevator pent house in Toronto, Ont.

The Philip Printing Company will build a $20,000 warehouse in Toronto, Ont.

Arbuthnot and Helmer are considering the erection of a sash and door factory in Vancouver, B.C.

The Mountain Spring Brewing Company will erect a brewery, costing $150,000, in Calgary, Alta.

The Otis-Fensom Elevator Company, Toronto, propose to build an extension to their Hamilton factory.

The Vancouver Safe Works contemplate the erection of a factory, costing $50,000, on Burrard Inlet, B.C.

Frederick Stearns and Company, Windsor, Ont., contemplate making an extension to their chocolate plant.

The Atikokan Iron Company have offered to erect a $5,000,000 smelter in Port Arthur, Ont., in return for a site of 400 acres and a fixed assessment for 20 years.

The Portland Cement Construction Company, branch of the Associated Portland Cement Company, of England, are excavating for a cement plant to cost $1,000,000, at Tod Inlet, B.C.

The Riverside Motor Company, Limited, are building a gas motor factory in Walkerville, Ont.

The Cosmos Cotton Company are considering the extension of their cotton mills at Yarmouth, N.S.

The Ford Motor Company, of Canada, are excavating for a garage building in Vancouver, B.C.

Russell, Babcock and Rice will erect an office building, costing $500,000, in Vancouver, B.C.

The Oliver Chilled Plow Works Co., of Hamilton, Ont., will erect a warehouse in that city.

Messrs. J. Coleman and B. V. Hole are planning the erection of a cigar factory in London, Ont.

Mr. John Underwood, ink manufacturer, is building an addition to his factory in Toronto, Ont.

The Columbia Flooring Mills Co., Ltd., are building a $10,000 warehouse in Vancouver, B.C.

Mr. George Woodcock is building an apartment house and a store costing $35,000, in Vancouver, B.C.,

The Knechtel Furniture Co. plan to erect a furniture factory to cost $10,000 in Southampton, Ont.

T. N. Hibbon and Company, Victoria, B.C., are erecting a five-storey office building, costing $100,000.

The Nasmith Company are putting new ovens, costing $3,000, in their Duchess Street factory, Toronto.

The London Printing and Lithographing Company, London, Ont., will build an addition to their factory.

The Canadian Talbot Boiler Company contemplate the erection of a boiler plant at New Westminster, B.C.

The General Fire Extinguisher Company intend to build a factory, costing $28,000, on Dundas Street, Toronto.

It is understood that Ames-Holden-McCready, of Montreal, will erect a boot and shoe warehouse in St. John, N.B.

The Mueller Manufacturing Co., Decatur, Ill., manager, B. Mueller, will erect a brass goods factory in Sarnia, Ont.

The Magnet Cream Separator Company are preparing to build an office building, costing $35,000, in Hamilton, Ont.

The Lake of the Woods Milling Co., St. Sacrament St., Montreal, intend locating flour mills at Port Colborne, Ont.

Work will commence at once on the erection of a garage, cost $25,000, First avenue south, for Edinger Company, Strathcona, Alta.

The Ontario Elevator Co. have organized and have secured site, 80 x 840 on wharf, foot of West Market street, Toronto. Plans have been prepared for grain elevator with capacity of 2,000,000 bushels. Cost $1,000,000. Toronto and Buffalo capitalists are interested.



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NORTHERN ALUMINUM CO., LIMITED

Tenders are called for factory buildings for Victoria Wheel Works, Galt.

Gasoelectric Motors, Ltd., plan to erect a motor factory in St. Thomas, Ont.

Tenders are called for canning factory, cost $15,000, for Goodwillie & Son, Welland, Ont.

Plans are being prepared for biscuit factory to cost $250,000, for D. S. Perrin Co., London, Ont.

The Parkhill Lumber & Mfg. Co. are planning an addition to the planing mill in Parkhill, Ont.

The International Milling Co., have chosen a site of 10 acres at Fort Mann, B.C., for new flour mill.

T. H. Estabrooks Co., Ltd., St. John, N.B., are contemplating the erection of a warehouse at Calgary, Alta.

The New Hamburg Felt Boot Co. plan to build a 3-story factory addition for manufacture of felt boots at New Hamburg, Ont.

The city of St. John, N.B., is negotiating with Sugar Refinery Co., recently burnt out at Dartmouth, to build factory in St. John.

The British American Bank Note Co., Ottawa, directors have decided to build large extension on Wellington street in near future to cost $75,000.

Pears & Co., Toronto, have purchased Thos. Launders brick yards at Hamilton, Ont., and may make important extensions. Cost, $25,000.

Buffalo-Ontario Smelting & Refining Co. have purchased property in Hamilton, Ont., and building will commence in the spring on erection of a smelter.

The Grand Trunk Pacific Ry. Co., headquarters, Montreal, Que., plan to erect a large grain elevator with a capacity of 30,000,000 bushels at Fort William, Ont.

The Swift Canadian Co., Victoria, intend locating branch on Store street, Victoria B.C. Council is considering the matter of railroad spur to proposed plant.

The Canadian Ammonia Company have secured a Dominion Charter to do business in ammonia and will open up an office and warehouse in Toronto to cost $100,000.

The Union Drawn Steel Co., President, A. McMahon, 181 Victoria avenue, are trying to purchase site for addition to steel mills. Work to be started in spring.

The Consolidated Pulp and Paper Co., St. John, N.B., are reported to have taken over Gibson lands and plan to erect pulp mill with 50-ton capacity at Marysville, N.B.

The Niagara Falls Linen Co., Niagara Falls, Ont., have acquired a site of two acres. It is stated construction will shortly begin on a linen factory to cost $50,000.

H. L. Frost, president Hamilton Board of Trade, Main and Hughson streets, has announced that a large hotel will be built this year in Hamilton. Company has option on site. Estimated cost, $1,000,000.

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Tenders are called until March 1st for departmental store to cost $100,000, for N. D. Boyan, Weyburn, Sask.

Tenders are open for warehouse to cost $20,000, Richmond and Duncan streets, for W. H. Phillips Co., Church and Court streets, Toronto.

A. P. Cuman Shoe Mfg. Co., Ltd., 322 Papineau avenue, Montreal, plan to erect a shoe factory on De Fleurimont avenue this summer.

W. T. Cullen, 200 Majestic Building, Detroit, U.S.A., is organizing a company to erect a factory on McDougall street, Windsor, Ont. Cost $10,000.

The Blairmore Brick Co., Ltd., are planning additions to their plant at Blairmore, Alta., which will increase the output from 40,000 to 80,000 bricks per day.

The well known Montreal firm of Peter Lyall & Sons, Ltd., will henceforth carry on its operations under the style of P. Lyall & Sons, Construction Company, Limited.

The DeLaval Dairy Supply Co., Ltd., capitalized at $500,000, is organizing a plant at Montreal for the manufacture of supplies for dairies, creameries, cheese factories and similar plants.

Mr. Edwin Dowsley, for some years general manager and secretary-treasurer of the A. Ramsay and Son Co., Montreal, has retired, and his position will be filled by Mr. Walter B. Ramsay.

The Canadian Branch of the firm of W. J. Bush & Co., Limited, Montreal, has taken out letters of incorporation at Ottawa and will operate under the style of W. J. Bush & Co., Canada, Limited.

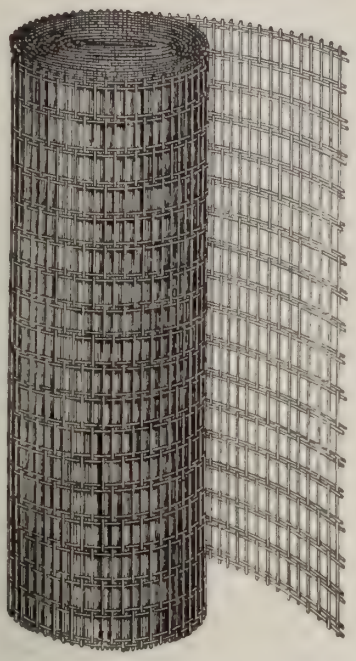
The A. P. Cimon Shoe Company, Limited, has recently been authorized to increase its capital stock to $150,000. This firm, it is reported, will shortly erect a new factory, either in the eastern part of Montreal or in Maisonneuve.

The Frontenac Brewery Company, Limited, recently incorporated with a capital of $1,000,000, has purchased a site in the vicinity of Mile End Station, Montreal, for the erection of a large brewery, which will be commenced immediately.

J. W. Cummings and Son, New Glasgow, N.S., report that the market for coal mining machines, tools, mine cars, mine car irons, and bitching, as indicated by the transactions of their branch office in Lethbridge, Alta., is good, and that prospects for increased business in these lines throughout the West are bright.

An enterprise at Edmonton under the title of the Hardstone Bricks, Limited, is being put on the market by Ernest Beaufort & Company, Limited. It is the purpose of the company to take over the assets, aggregating $67,960, of the Pressed Bricks, Limited, against which there are liabilities of about $31,434. For the surplus of $36,556, stock to the value of $30,000 in the Hardstone Bricks, Limited, will be issued. The capital of the new company will be $150,000, a large proportion of which has already been subscribed. It is the intention of the company to instal the well-known sand lime brick machinery of the Magdeburg system.

PAGE WIRE PARTITIONING

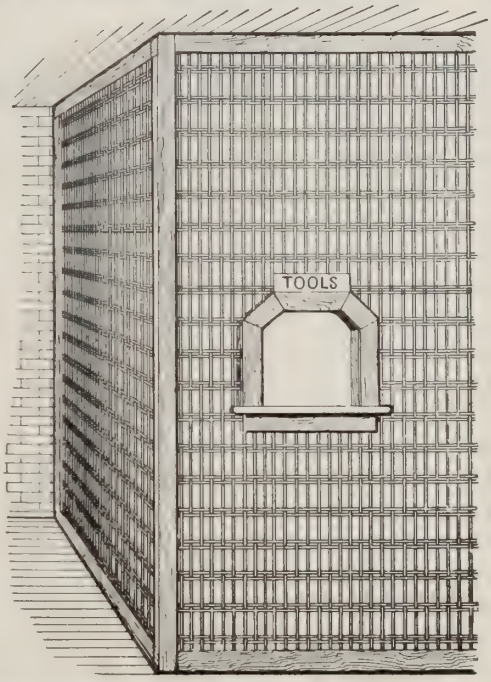


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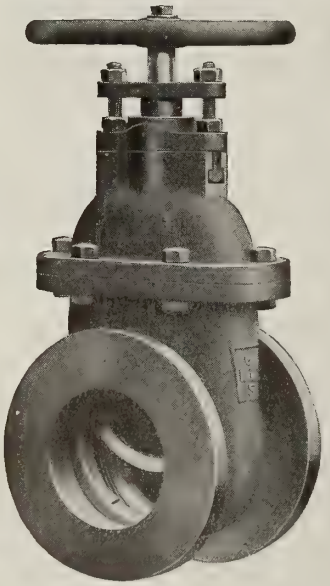
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Our New Iron Gate Valve.

We Can't Afford to Sell a Poor Valve.

THE KERR ENGINE CO., Limited
Valve Manufacturers
WALKERVILLE - - ONTARIO

Negotiations have been reopened for steel works to cost $60,000 in Hamilton, Ont.

Plans have been prepared for cement works, cost $600,000, at Marlboror, for the Portland Cement Co., Edson, Alta.

The Imperial Tobacco Co. plan to erect a 4-story 60 x 200-ft. addition to their tobacco works at Granby, Que.

Plans are prepared for alterations to stores, 17-23 King street, for Brewster Company, Hamilton, Ont.

Lever Bros., Sunlight Soap Works, of Toronto, Ont., contemplate the establishment of branch factory in Calgary.

Plans are being prepared for warehouse to cost $40,000, at Calgary, Alta., for C. S. Lyman Co., (tanners), London, Ont.

Molsons Bank, 28 James street south, Hamilton, Ont., plan to erect a new branch near corner of Barton and Ottawa streets.

T. W. Hand, 19 Homewood avenue, Hamilton, Ont., is planning to erect a 3-story block, cor. Dundurn and King streets.

Tenders will be called shortly for the erection of a canning factory for Dominion Canners, Ltd., Hamilton, at Fonthill, Ont.

Kirvan-Doig, Limited, manufacturers of boots and shoes in Montreal, will build a factory in Maisonneuve during the coming summer.

The International Hotel, Hamilton, Ont., proprietor, Matthew Hayes, James & Barton streets, are planning a 30-room addition.

Plans are prepared for dyeing and cleaning works, $15,000, Granville Street, near Pacific, Vancouver, B.C., for Granville Bros., 851 Granville street.

The United States Wood Preserving Co., New York, U.S.A., are looking for building site of 30 acres in Hamilton, Ont., on which to erect large plant.

The Alaska Bedding Co. (head office Gomez and Sutherland streets, Winnipeg), has purchased 10 lots in East Calgary as building site for branch factory.

Tenders are in for tent and mattress factory in Regina, Sask., to cost $18,000, for Saskatoon Tent & Mattress Co., Regina, head office, Saskatoon.

The Gelinas Freres (dry goods), 1858 St. Lawrence Boulevard, Montreal, intend erecting a large store on property recently purchased, 50 ft. frontage.

The Duncan Lithographing Company, Hamilton, Ont., plan to erect a new building and machinery required for large paper box plant on Wellington street north.

The Sawyer Massey Co., Hamilton, Ont., manufacturers engines and separators, will build a modern warehouse this summer, on First avenue, to cost $150,000.

The Fretz Co., Ltd., Vineland, Ont., President, C. Fretz, Vineland, will erect two canning factory buildings 84 x 56, brick, concrete and steel construction, costing $8,000 each; cor. Barton and Bellevieu avenue, Hamilton, Ont.

The Ontario Wind Engine and Pump Company, Ltd., contemplate erecting a $50,000 warehouse in Calgary, Alta.

The Toronto and Hamilton Electric Company have purchased a factory site in Hamilton, Ont.

The Ontario Hydro-Electric Commission will build a machine shop and laboratory, costing $70,000, on Garrison Commons, Toronto.

The Council of St. Thomas, Ont., are considering a proposal to extend the pipes of the heating plant to supply down town stores and factories.

The Farmers and Consumers Co-operative Company of New Ontario, Limited, will erect a cold storage building at North Bay, Ontario.

Tenders are called for a $500,000 brewery to be built between De Gaspe and Casgrain Streets, Montreal, for the Frontenac Breweries, Ltd., Montreal.

H. Elderkin and Company are considering the erection of a factory for the manufacture of hardwoods into spindles, broom handles, chair bottoms, etc., at Port Greville, N.S.

The Linseed Oil Company yesterday shipped one hundred and twenty-five tons of oil cake to Rotterdam, Holland. The cake was done up in sacks, each one of which bore the imprint "Made in Medicine Hat, Alberta, Canada." This is one of the best advertisements which the Hat has ever received, and it is not confined to Holland either, as similar shipments of fifty tons per week are being forwarded to Liverpool and Glasgow.—*Medicine Hat News.*

The Canadian General Electric Company will build a factory, costing $30,000, at Peterboro, Ont.

The Dominion Canners, Ltd., Hamilton, Ont., will enlarge their original plans for a factory at Ridgetown, Ont.

The following are some of the slogans adopted by American cities to help their boom:

Boost Brooklyn.
To foster the Trade and Welfare of New York.
Keep Boostin'
Houston.
Boom
Hume.
Topeka, Kan., Topeka Will.
El Paso, the Pass; Don't Pass El Paso.
Bigger, Busier, Better Boston.
Larger, Livelier, Lovelier Lansing.
Waterloo's Ways Win.
What Walla Walla Wants Is You.
Watch Tacoma Grow.
Boost for Buffalo.
Syracuse Spells Success.
Skedaddle for Schenectady.
Onward Cleveland.
Fort Wayne With Might and Main.
In Kalamazoo We Do.
Great Falls: Watch Our Smoke.
Muscatine: Come Blow Your Whistle for Us.
Mott is the Spot.
Oklahoma City: The Fastest Growing City in the Fastest Growing State.
Chattanooga: The City that Pays Dividends.
Mankato for Mine.
Indianapolis: No Mean City.

ARE YOUR STEAM PIPES INSULATED?

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INCORPORATED.

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COMMENT OF THE MONTH.

Homes for Workmen

THE housing of workmen is a problem which must be considered immediately by Canadian manufacturers. They must attend to it for three reasons: First, in the interest of humanity; secondly, because they are partly responsible for the present conditions; and thirdly, because it is acknowledged that workmen who have comfortable homes are more efficient, contented and reliable than those who have not. The industrial cities of Canada are at present undergoing that peculiar economic stage commonly called a "boom." They are suffering from growing pains. Manufacturers are partly responsible for "booms," because nothing stimulates the growth of a city like the establishment of factories within its limits. Industrial activity creates a desire for land in its vicinity. Speculators are quick to recognize this fact, to grasp all the vacant land available, and to raise its price beyond the limits of the workman's purse. Deprived of the opportunity to buy, the workman is forced to rent, and becomes a victim to the second speculator, the landlord who builds a house on the land bought from the first speculator. As the city grows, rent increases, and the space occupied by the poor per capita decreases. The workman and his family are crowded, along with other families, into insufficient, unsanitary and ill-ventilated quarters, where his food, sleep, health and peace of mind are contaminated. This atmosphere breeds discontent. Out of the slums stalk the Socialist with his red flag, the Union agitator with the auctioneer's voice and the Anarchist with his torch. Complaints arise about the "cost of living." Insistent demands are made for a "living wage," which must include the profits of the land speculator and the landlord. Strikes follow. The men may lose, but the manufacturer always loses. If the strike succeeds, his wage roll is increased; if it fails, he loses time and the amount of damage done by the strikers. High rent means high wages. Moreover, although high rent forces the manufacturer to pay high wages, it also decreases the efficiency of the workman, because it diminishes his living room. Therefore, the manufacturer suffers a double loss. How can Canadian manufacturers protect themselves and their workmen from the plague of high rent? This is a question which no one cares to answer single-handed. It almost seems that every industrial city must find its own solution. Some advocate municipal ownership of workmen's homes connected with factories by municipal street car lines. The city is landlord. It can charge rental or sell on the installment plan. In the latter case, of course, it would ultimately lose control. Others favor syndicate ownership by manufacturers. In this case the members of the syndicate advance the necessary money and rent the homes to workmen at a sum which will yield a nominal return on their investment. Complete control of the houses and property rests with the syndicate, unless it is decided to allow the men to purchase. The co-operative principle also finds support. According to this plan, the men form a company, buy property, and rent it. There are no profits.

The manufacturers in every city in Canada can find food for thought in the housing question. If it can be solved, its solution will be easier while the city is small.

The South African Tariff.

THE tariff makers of South Africa are apparently adrift upon on economic sea, battling with icebergs, tempests and cross currents. Some time ago the Trade and Industries Commission was appointed to make inquiry into the following: (*a*) The condition of existing industries, particularly in regard to (1) raw materials used; and (2) the cost and class of labor employed therein.

(*b*) The effect upon such industries of present Customs tariff and railway rates.

(*c*) The steps which should be taken to encourage (1) the trade and present industries of the country; (2) the establishment of new industries; and (3) the increased employment of white labor in such trade and industries.

(*d*) The existing transport arrangements for export trade, and the steps which should be taken in this regard to encourage South African production and export.

Its report which has been published recently seems to have aroused bitter opposition. *Commercial Intelligence,* one of the leading industrial papers of Free Trade England, says:

"The Commission appears to have been guided in the preparation of its report solely by the evidence obtained from witnesses, and by the fiscal faith of its members, of whom a majority were Protectionists. The result of their deliberations is, in the main, merely a collection of proposals in favor of higher import duties on specific articles, based on the proposals of interested parties; supplemented by various recommendations in general terms for cheaper transport, and for a more active policy on the part of the Government in the development of agriculture. Apart from the question of import duties, it is hardly pretended that the terms of reference have been exhaustively considered in the course of the Commission's enquiry; although to those who sign the Majority Report, at least, it may have seemed that the whole subject was contained in the need of more protection."

On the other hand, *The South African Commerce,* the official organ of South African manufacturers, after enlarging on the mental limitations of the Commissioners, and criticizing adversely the majority of their recommendations, utterly repudiates and denounces the report as an "economic hotch-potch."

Business Failures.

THERE were 383 business failures in Canada during the first three months of 1912, according to Bradstreets. For the same period in 1911 there were 398. The 1912 failures presented assets amounting to $1,305,983 and liabilities amounting to $2,842,671; the 1911 failures showed $1,745,526 in assets and $3,331,878 in liabilities. During both periods, Quebec led all the other provinces in the number of failures.

Sir William Meredith and Compensation.

DETAILED information on certain important questions relating to workmen's compensation is required by Sir William Meredith, Commissioner for the Ontario Government, before he makes his report. He is considering:

1. To what industries or employments the loss should extend, and whether,

(*a*) As in most countries it should be limited to dangerous occupations;

(*b*) It should extend, as it does under the British Act, to the farming industry and to domestic servants;

(*c*) It should extend to establishments in which less than a stated number of workmen are employed.

2. Whether there should be any and if so, what "waiting period," that is, a period for which no compensation can be claimed if the disability resulting from the injury does not last beyond it.

3. Whether in any, and if so what, cases the employe should not be entitled to compensation, *e.g.,* where the injury is the result of serious and wilful misconduct on his part, or drunkenness or violation of the law or of a rule of the establishment.

4. Whether the compensation provided should be in lieu of the common law or other statutory right of the employe against his employer.

5. How the Board should be constituted.

6. Whether the decisions of the Board should be final or subject to appeal, and if appealable to what tribunal the appeal shall lie.

The Commissioner invites assistance, and, consequently, members of the Association who care to present their views have the opportunity to do so.

Preferential Trade.

AMERICAN manufacturers claim that the preferential tariffs and trade agreements which are being established between Great Britain and her colonies may divert their trade. Canada, they say, will supplant them in the Australian and New Zealand markets. The agreement between Canada and the West Indies fills them with sorrow. May their tears fall like rain.

Lowering Lake Levels.

WILL the manufacturers of Chicago be allowed to lower the levels of the Great Lakes, securing benefit for themselves, and endangering the commerce of Canadians, who have expended time and money on the improvement of the waterways from the Atlantic Ocean to the head of Lake Superior? The Chicago Drainage Canal's application for permission to divert a vast quantity of water from Lake Michigan has been granted. Although the application requests "a temporary use of the water for sanitary purposes" it is well known that plans are being prepared to utilize part of the diverted water to generate electric power. The Chicago Drainage Canal has

already lowered the levels of the lakes below Superior. If more water is taken from Lake Michigan the levels will fall still lower, undoing, to some extent, the labor of deepening many harbors, canals and channels. The gain of Chicago is the loss of all other ports on the Great Lakes. Canadians should see that Chicago gets only "a temporary use of the water for sanitary purposes," and not a permanent use for commercial purposes. Moreover, the word "temporary" should be defined in weeks.

The Blind Guide.

THE Grain Growers' Guide, which advertises itself as "the only paper in Canada that is absolutely owned and controlled by farmers," fills a column in its issue of April 10th with caustic comment on the "Made in Canada" train. This train, which is in charge of the Canadian Home Market Association, will consist of special cars filled with sample goods manufactured in Canada. It will tour the West, leaving Winnipeg on May 22nd and returning to Winnipeg on July 3rd. Stops will be made in over a hundred towns, where lectures demonstrating the excellence of Canadian manufactures will be given.

"It is to be hoped that the president and officers of the Manufacturers Association will accompany their train," says the *Guide*. "They will feel ever so much better if they come along and shake hands with the backbone of the country, and explain just how it is that the manufacturers have to wear patched trousers and heavy shoes in order to sell their products to farmers at a very low price. We feel sure that once the farmers realize what sacrifices are being made in their behalf by the members of the Canadian Manufacturers Association that there will be no further complaints against the tariff from the West.

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"After the farmers have clearly seen the abject poverty of the protected manufacturers and have heard from their own lips of their devoted loyalty to the Empire and of their undying love for the farmers, we know full well that the farmers will be very, very sorry that they have ever even hinted that the protective tariff should be abolished. In fact we would not be surprised if the farmers would be so overcome that they would take up a collection at each meeting to help put the heads of the infant industries on their feet."

We should like to remind the *Guide* that the heads and feet of infants are seldom interchangeable. To repose the head temporarily on the feet, even in the case of an infant, is a trick worthy of a contortionist. The *Guide* has considerable skill in putting its foot into its mouth, but until we see it put its head on its feet we shall assume that the thing is impossible.

"The wealth burdened farmers of the prairies," it continues, "should take a day from the pursuit of riches to listen to the wisdom of the manufacturers."

In adopting this attitude the *Guide* attempts to follow a well-known journalistic motto, viz.: "Raise Ned about the Czar of Russia, but be easy on the boys at home." Like a decrepit old nurse who tries to frighten children with ghost stories, it usually depicts the Canadian Manufacturers Association as an ogre dwelling apart in a remote stronghold where it feeds at leisure upon the blood of western farmers. Is the *Guide* aware that the Association is represented in every important town and city in Canada and that, in Winnipeg, where the *Guide* is published, it has 92 members? Does the *Guide* know that the products of western factories will be on board the train and will be exhibited with the products of Eastern factories? On the other hand, the *Guide* delights to present the Western farmer to the world as a poor creature, grovelling close to the soil, destitute of comforts, surveying his patches with mournful pride, frozen in winter, blistered in summer, sick of existence and longing plaintively for death. There is a type of farmer who enjoys heaping upon his own head the ashes of desolation. Such a man by some strange freak of fortune has apparently become editor of the *Guide*. It is of no avail to exhort him to be cheerful. Like Cassius, he is incapable of optimism. The failure of the western wheat crop of 1911 will remain the grand tragic epic of his life. A half million dollars worth of wheat destroyed! During the first three months of 1912, according to Bradstreets, there were 383 business failures in Canada, involving assets amounting to $1,305,985 and liabilities amounting to $2,842,671. Therefore, those 383 firms are at present worth $1,536,688 less than nothing. Yet there is no outcry, no veiled talk of secession and no attempts at arousing class dissension. Business men usually take chances and lose or win like sportsmen. The railways and the weather are responsible for the western calamity. Over these the Canadian Manufacturers Association has no control. In spite of the lamentations of the *Guide*, the majority of western farmers are bearing their loss like men. The *Guide* states that the manufacturers are the "men who really rule Canada." No class rules Canada. The farmers of Canada could have combined into a ruling class and accepted the reciprocity agreement on September 21st, but they did not do so. "Give them a western welcome," says the *Guide* in the same kindly spirit as a small boy gathers a heap of stones and awaits the schoolmaster. Its admonition should be taken literally. The manufacturers have rejoiced in the prosperity of the West and have helped to spread abroad the fame of "No. 1 Hard," and "No. 1 Northern," because they were excellent and because they were grown in Canada. Goods manufactured in Canada are to be displayed to the farmers of the prairies. "Give them a western welcome."

Growth of American Exports.

IT is prophesied that the total value of manufactured goods exported by the United States during the year ending June 30th, 1912, will exceed one billion dollars. The total value of exported manufactures for the year ending June 30th, 1911, was $907,000,000. During the first eight months of the present fiscal year, the total

value of exports exceeded the total value of exports for the first eight months of the preceding fiscal year by $68,000,000. If March, April, May and June of this year show a gain of $25,000,000 over the same months of 1911, the billion dollar mark will be passed. And yet, in spite of the facts that the value of American manufactured goods is increasing at the rate of about $100,000,000 per annum and that American travellers are anxiously searching for orders in the remote parts of the world, there are still a few Free Traders who would throw down the tariff wall and allow the surplus of American manufacturers to seize the Canadian home market, to throw thousands out of employment and to transfer the activities of the manufacturing centres, Montreal, Toronto, Hamilton and Winnipeg, to New York, Pittsburg, Buffalo and Chicago.

American Steel Companies are Mourning.

AMERICAN companies which manufacture steel and iron products are gazing with envious eyes upon Canadian railway building. They long for contracts to supply rails and other equipment. But the tariff, with its anti-dumping clause, insists that, if they want to sell in Canada, they must manufacture in Canada. A special report, prepared under the instructions of the American steel and iron companies, presents the following interesting paragraph for their sad perusal:

"The Canadian Government's protective policy may be expressed as follows: First, to impose duties sufficiently high to protect Canadian manufacturers from the competition of the United States; and, secondly, of other countries. Second, to provide bounties in favor of Canadian makers and assist them with governmental railway orders so as to enable profitable operation of the mills and development of ore properties, employment of labor, etc. Third, to enable British makers to secure any surplus tonnage which cannot be manufactured in Canada by a preferential tariff extended to Great Britain, of approximately one-third of the duty, i.e., British rails paying $5.04, against $7.84 per gross ton, etc."

If American manufacturers want to share in the prosperity of this country, they must first contribute to it by establishing branch factories on our side of the border.

Canadian Manufacturers and Foreign Trade.

"MANUFACTURERS and producers should get their names in foreign markets despite the big fields at home." "The time will soon come when it will be too late. I would like the whole country to think of this. The war of commerce is the greatest war there is. Manufacturers in every country are exploiting every acre of outside markets. They are working their way into these markets and establishing businesses. If Canadian manufacturers do not wake up they will find that in the near future the fortress will be held by rivals."

The above statements were made by Hon. Geo. E. Foster, Minister of Trade and Commerce, at a banquet given in honor of the delegates from the West Indies in the National Club, Toronto, by the Toronto Board of Trade and the C. M. A. on April 10. The history of American industry is likely to be repeated in Canada. For years manufacturers in the United States prospered wonderfully supplying the home market. Suddenly the demand for goods of every description fell off. Depression followed with the explanation "over-production." The manufacturing pot boiled over. American travellers appeared in all parts of the world striving to secure orders in the face of foreign competition. Their restless energy cut new channels of trade, and the surplus of manufactures found outlet. Canadian manufacturers at present are fully occupied in supplying their home market. Every factory in the country is working at capacity. But the time will come when articles labelled "Made in Canada" will be exported in large quantities. Canadian agents will be forced to meet keen competition. Long before the limit of the home market is reached provision should be made to create the foreign market of the future.

The Canadian Home Market.

THE wants of seven million people—housing them, feeding them, clothing them, transporting them, amusing them, curing them, burying them, constitute the Canadian Home Market. It is a great market, a future competitor of the American market, which consumes one-third of the products of the world. This home market is the natural right of the Canadian people. Foreigners should only supply those articles which we cannot produce, after they have paid a duty to our Government equal to the difference beween the wages of bare existence and the wages of comfortable subsistence. Almost everything needed in Canada should be produced by our own mills, so that transportation charges may be avoided and employment may be given to our people.

Brisbane and the Unions.

THE attempt of the labor unions to enforce a general strike in Brisbane, Australia, has failed. The first cause was a quarrel between the employees and manager of the Brisbane Tramway Company over the wearing of badges. Delegates from forty-three trade unions held a conference and decided to call a general strike of over 12,000 men. *Liberty and Progress,* the anti-Socialistic organ of Australia, describes the resulting scenes as follows:

"The mob prevented the delivery of foodstuffs. Even the hospitals were shut off, and the scheme of the strike

leaders seems to have been to starve the people into breaking out into riot. Carts and lorries were forcibly driven back to the stores. Shops were rushed by large mobs wearing the red badge of Socialism, and ordered to be closed. Red-ribboned processions, headed by leading labor politicians, paraded the streets, (shouting opprobrious epithets at all and sundry who took no part with them). Inflammatory speeches were also made by these pseudo law makers—one member telling the mob he was not going to see his wife and children go hungry while there was food about. For two days the Unionists did as they liked, and gloried in the devastation they spread and the loss they inflicted. They laid the wharves idle, shut the hotels and theatres, and forced all houses of business, large and small, to close. They announced that they would not be bound by the decision of a compulsory conference, called under the Arbitration Act, but that a complete surrender on the part of all employers, with the unconditional restoration of all the strikers, was the one preliminary to the restoration of order. Till then no rents were to be paid, but after the resumption of work every man would have so much money to receive that the landlords would obtain their due. If this meant anything, it was that employers were to pay in full for all the wasted time."

The same authority describes how the people of Brisbane dealt with the strikers:

"Mr. Denham, the Premier of Queensland, gave the Commissioner of Police a free hand to preserve order at all costs. The police were brought in from adjacent places and a great number of special constables sworn-in, many of them being bankers, merchants, lawyers and medical men, and also bushmen and stalwart young farmers. The triumphant procession, which was to have struck terror to employers, non-Unionists, and the public, was summarily stopped. A force of armed citizens backed the armed police, and the assembled rioters were sent home like noisy school boys. The Trades Unionist Napoleon had, in fact, encountered an Iron Duke, and had met his Waterloo. Now the men are creeping back to work, glad to be restored at the bottom of the lists, below the non-Unionists and loyalists. Even the tramway service is filled up without them. There has been no such set-back to these never-resting conspirators against the order and peace of the community for more than twenty years, and employers will only have themselves to blame if they do not insist upon such conditions as will secure fair play all round in future."

No person will deny the right of laboring men to enroll themselves in unions to protect their own interests. All will sympathize with legitimate efforts to secure better wages and conditions of labor, which will result in added comfort, education and happiness for themselves and families. But, in America, in Great Britain, and in Australia, there is a determined resistance forming against government, not by the unions, but by small bands of unscrupulous men who have acquired control of the unions and are using them for their own purposes. The people of America have decided to stop McNamaraism. The people of Brisbane refused to be coerced by a general strike, instigated by socialism. Great Britain has awakened to the danger which threatens her through long-continued interruptions of industry. Brisbane has suggested to the world that, in most communities, a combination of citizens acting in the interests of law and order, is more than a match for a combination of trade unions.

A Year's Trade.

GOVERNMENT returns for the twelve months ending with February show that Canada's trade with the world during that period was $847,372,738. This was an increase over the preceding year of $93,432,178, of which $81,820,639 was in imports. Exports of domestic products increased by only $9,455,768.

Canada's imports from Great Britain during the twelve months were $115,404,027; from the United States, $348,478,262, an increase of $69,534,447. Exports of domestic products to Great Britain totalled $145,268,630, an increase of $12,892,110. Exports to the United States totalled $105,747,370, a decrease of about $6,000,000.

Canada's total trade with the United States amounted to $453,225,632, or more than half her total trade with the world.

This is an equation which should interest Canadians:

Imports from the United States	$348,478,262
Exports to the United States	105,747,370
Balance in favor of the United States	$242,730,892

Reciprocity says: "Lower the tariff wall and let Canada seek a market in the United States." The above figures prove that the tide flows the other way. The strong nation is underselling the weaker. In spite of the tariff, American firms can pour products, valued at $348,478,262 into Canada, regardless of Canadian competition, during a year. What would happen if the tariff were removed? How would the balance of trade appear? What is the remedy? Does it not lie in the hope that Canadians will attack that adverse balance of $242,730,892 and replace it ultimately, as far as manufactured goods are concerned, with goods "made in Canada." Every dollar of the above represents an American raid on our home market. Canadian manufacturers must strive to equal and surpass in quality and price every article of American manufacture at present imported. When this is achieved the balance of trade will be changed beyond recognition.

EXECUTIVE COUNCIL PROCEEDINGS

Reports of the Various Committees Deal with Important Matters, Including Workmens Compensation, Western Freight Rates Enquiry, Insurance, Appointment of Delegates, Appropriations and Duties of New Travelling Secretary.

THE April meeting of the Executive Council of the C.M.A. drew forth a large number of manufacturers, over forty being present, of whom more than half were from outside of Toronto. In the absence of both the President and Vice-President, the chair was ably occupied by Mr. R. McLaughlin, of Oshawa, the Ontario Vice-President.

Communications.

A request from the Winnipeg Board of Trade, that the Association should endorse its petition for federal legislation that would specifically prevent higher railway rates in Western Canada than obtained in Eastern Canada, was referred to the Transportation Committee to be dealt with, coupled with a suggestion that the attitude of the Association towards the present enquiry into Western rates should be made clear.

The Council decided that it would not entertain a proposition to hold its meetings on a day other than the third Thursday of the month. A request to this effect was received from a Past President, but, in view of the number who had altered other business arrangements so as to keep the third Thursday free for Association work, it was unanimously agreed that no change should be made.

Treasurer's Report.

Mr. Booth presented his customary statement of receipts and expenditures for the month. The balance carried forward from February was $10,562; receipts for April were $5,205 and disbursements $5,287, leaving a balance on hand at the end of the month of $10,480.

Commenting on the revenue statements which accompanied his report, Mr. Booth estimated that the expenses for the current fiscal year would reach $40,000. This amount he expected would be fully met out of the revenue from membership fees of $39,000, plus $1,000 interest from investments.

Finance Committee.

Mr. F. A. Rolph, as Chairman of the Finance Committee, presented a report recommending the engagement of Mr. J. M. McIntosh as Secretary of the Toronto Branch, and the termination of the arrangement whereby the services of Mr. H. D. Scully were utilized as Travelling Secretary.

Increased Appropriations.

Before dealing with the applications for increased appropriations the report went very carefully into the additions to the fixed annual charges which had been made since the first of the fiscal year, and a statement was submitted showing what it was expected would be yielded in the way of increased revenue from the new schedule. These statements made it apparent that, without touching the profits from INDUSTRIAL CANADA, there would be enough money in sight to warrant the voting of an additional $1,000 to the Insurance Department to cover increased cost of service, $1,200 to the Transportation Department to permit of the employment of a rate clerk, and $4,000 for the salary and expenses of a Travelling Secretary in the West. The Council expressed its approval of these recommendations, at the same time appropriating another $1,000 for the Workmen's Compensation Committee, to be paid out of surplus.

Travelling Secretary for the West.

The report of the Advisory Committee outlined the basis upon which it thought a Travelling Secretary for the West should be appointed. Under the terms of this report, which was unanimously approved, the officer shall be known as a Travelling Secretary and shall be assigned to Western service and kept upon such service so long and for such periods as it is apparent that he can be utilized therein to advantage. Besides performing the ordinary duties of a Travelling Secretary he shall engage in educational work and act as Secretary for the Manitoba Branch. In the last-mentioned capacity he shall take instructions from the Branch Committee, who shall be asked to act also in an advisory capacity in connection with the educational work he undertakes, but the final direction of his policy in such matters shall of course rest with the Executive Council.

Western Freight Rates Enquiry.

This matter, which was one of the first dealt with in the report of the Railway and Transportation Committee, read by Mr. J. F. Ellis, was reported as progressing favorably. At the hearing in Ottawa on April 16th, the counsel for Alberta and Saskatchewan had made it clear, from the evidence of the Chief Traffic Officers of the three principal railways, that there was a substantial difference in the rates obtaining in Eastern and Western Canada, though the cost of service was practically the same. He called upon the railways, therefore, as required under Section 77 of the Act, to show cause why this difference should exist, and the burden of proof now rests with them.

Reduction in Rates Arising Out of Regina Rate Case.

The following examples will serve to illustrate the reductions that have been made in class rates from Eastern Canada to points west of Winnipeg:

City.	Class.	New Rate.	Old Rate.
Brandon	1st	$1 86	$1 95
	5th	81	82
	6th	72	76
Regina	1st	2 29	2 51
	5th	99	1 04
	6th	89	97
Moose Jaw	1st	2 34	2 57
	5th	1 02	1 07
	6th	91	1 01
Calgary & Edmonton	1st	2 99	3 19
	5th	1 33	1 35
	6th	1 20	1 24
Saskatoon	1st	2 50	2 68
	5th	1 09	1-14
	6th	98	1 04

These new rates apply via Port Arthur, Fort William and Westfort. They also apply via St. Paul to Winnipeg, Portage la Prairie, Brandon and intermediate territory to the international boundary, this territory being reached by lines out of St. Paul. The rates to other points in the West from St. Paul, Minneapolis and Duluth will be:

1	2	3	4	5	6	7	8	9	10	class
8	7	5	4	4	4	4	4	3	3	cents per

hundred pounds higher than the rates from Port Arthur, Fort William and Westfort, upon which the above rates are based.

Rates on Wire Fencing.

By an order issued in April, 1909, the Railway Commission directed the Railway Companies to continue certain commodity rates on wire fencing from Windsor, Walkerville and Hamilton to points east of Toronto. These rates have been in effect since then without complaint of any kind. A manufacturer recently decided to make wire fencing in Montreal, and applied for similar rates westbound. The railways refused the application, and asked the Commission for permission to cancel the present commodity rates, stating that they were not aware of any commercial conditions which would require the maintenance of these commodity rates at lower than 5th class. As these commodity rates were made in the first place to meet American competition, and are the same as those still in effect from Pittsburg and Cleveland, the Association will oppose the application of the railways and interested manufacturers are being organized to that end.

Pacific Coast Commodity Rates.

When the announcement was made by the C. P. R. that they intended to cancel on July 1st next all commodity rates to the Coast lower than 75 cents per 100 pounds the Transportation Department of the C. M. A. made representations to them, as a result of which they offered to make the minimum 70 cents instead of 75. Even this may not be satisfactory, and if it should transpire as the result of enquiries now in progress that any shipping interests will be made to suffer thereby the fixing of such a minimum will be opposed.

Lettergram Service—G. T. P.

On the complaint of a member the Committee took steps to see why the G. T. P. had not inaugurated a lettergram service, but having satisfied themselves that the traffic could not be satisfactorily handled without the establishment of night offices and staffs, which would probably be unprofitable for some time, they decided to let the matter drop.

Mixing Privileges in the West.

The Committee reported that through the Manager of their Department they were closely following the application of the Western jobbers for such reductions in rates as would offset any increase in the carload minimums or restrictions in regard to mixing privileges. They reported that the Western jobbers had no differences with the Eastern manufacturers and had made their application in the belief that what they were asking for would be in the interests of both.

Among the matters dealt with in the report of the Insurance Committee, read by Mr. H. W. Fleury, were the following:

Use and Occupancy Insurance.

This class of insurance is now becoming popular and is being actively canvassed for by a number of agents and brokers. The Committee believe that it would appeal to many members of the Association if it were realized that the object of the insurance is to provide a fund equivalent to the earnings of a factory in the event of a fire partially or wholly destroying the same. It is evident from policies that have been submitted to the Department within the last two or three months that there is no uniformity of form or arrangement of insurance of this kind, and it is equally evident that some of the forms in use have no merit, but are rather cumbered with impracticable and unnecessary conditions.

The Committee think that members of the Association should realize that proper advice as to the form and other details of this class of insurance can be obtained from the Department without cost on application.

Ontario Insurance Act.

Since the March meeting of the Council the new Insurance Bill had been amended by the Committee of the Whole in a number of particulars. In view of the fact that the matter was closed for the time being by the passing of the Act, the Council took no time to discuss it, but asked the Manager of the Insurance Department to prepare a resume of the outstanding features of the new Act for publication in the next number of INDUSTRIAL CANADA.

National Fire Protection Association.

References have been made from time to time to the important work being done by the above Association, of which the C. M. A. is an active member. Its Annual Convention takes place in Chicago in the early part of May, and the Manager of the Insurance Department has received, and with the approval of the Committee, accepted an invitation to address the Convention.

Mr. W. B. Tindall, Chairman, read the report of the Parliamentary Committee, from which the following passages are quoted:

Bulk Sales Act—Ontario.

This measure has after all been laid over until next session. Strenuous and unexpected opposition developed upon the third reading of the Bill and it was referred back to be reprinted as amended with the intention of having it circulated among retailers during the legislative recess.

Sale of Shares Act—Manitoba.

A very drastic Bill has been introduced in the Manitoba Legislature to make illegal and void sales of stock in companies not incorporated in Manitoba or licensed under the Extra-Provincial Licensing Act. This Bill represents a further step in the unfortunate contest between the provinces and the Dominion over the organization and control of companies. Dominion companies are, of course, purported to be covered by its provisions, and as an instance of the operation of the proposed measure it may be stated that a shareholder of a Dominion company who resided in Manitoba, or happened to be even temporarily in the Province, could not sell his stock to anyone else in the Province unless the company obtained a license under the Extra-Provincial Licensing Act or a certificate from the Commissioner to be appointed under

the Act in question. In order to procure this certificate the company would have to disclose to the Commissioner full information as to its financial standing, prospects, etc., with the possibility of having an inspector appointed to investigate the whole of the company's undertaking and its books at the expense of the company. Your Committee feel that this measure should be strongly opposed as inimical to sound business conditions, and it is proposed to make representations to the Manitoba Branch to this effect.

Act for the Prevention of Fraudulent Statements by Companies—Manitoba.

This is another measure proposed in the Manitoba Legislature extending the operation and effect of an Act already in existence of the character indicated. Your Committee are entirely in sympathy with any proper measure to prevent the operation of fraudulent company schemes and heartily approve of this measure.

Corporations Vote in Municipal Elections—Ontario.

Some three years ago the Association pressed upon the Ontario Government the desirability of providing a means by which Joint Stock Companies should be given a vote in municipal elections. Your Committee believe it would be well to take this up in connection with the revision of the Municipal Act of Ontario and are prepared to act as occasion may demand.

Systems of Taxation.

Following the adoption of the above report, a lengthy discussion took place in regard to the Business Tax, which is a prominent feature of the Ontario Assessment Act, the opinion being expressed by some of those present that it was unjust in principle and calculated to discourage improvements and the erection of good buildings.

On motion of Messrs. Robins and Henderson, the matter was disposed of by referring it to the Parliamentary Committee, to be reported on either directly or through a special committee to be appointed at their hands.

Workmen's Compensation.

Mr. John Firstbrook then presented the following report on behalf of the special committee on Workmen's Compensation:—

Your committee are gratified to report that its work in this subject has already met with very satisfactory results. In an interim report submitted to the Government by Commissioner Sir William Meredith the principal features of the recommendations placed before him by your committee have been approved as the basis of the system to be provided for by the proposed Act. Your committee have reason to believe that the danger of an individual liability Act, like that of England, has been obviated, and that there is every probability that a system equalizing if not excelling in efficiency and economy the German system may be established.

Your committee are gratified also that the position of the Association has apparently gained to a considerable extent the confidence and approval of the labor interests. There is only one feature upon which the views expressed by the labor representatives seriously diverge from those of the employers, viz., upon the question of contributions by workmen to the insurance funds. Notwithstanding the possibility that contributions from workmen may tend to increase rather than lessen the cost to the employer, your committee deem it highly important in principle that the pecuniary interest of the employee should be in some direct manner enlisted in the compensation system, and it is proposed to maintain this position before the Commissioner and the Legislature.

Your committee is pleased also to report that the Government has promised to publish in blue book form the interim report of the Commissioner, together with the evidence taken by the Commissioner, which contains the valuable presentations of the experts brought before the Commissioner on behalf of the Association. Members of the Association will find this material exceedingly interesting and useful.

A great many details of vital importance still remain to be settled. The Commissioner has expressed a desire to have the assistance and co-operation of those interested in determining the questions which remain outstanding. Your committee will be prepared to lend every effort to this end. The subject is a very complex and many-sided one, and any one of a large number of phases may involve thousands if not millions of dollars annually for the members of the Association in Ontario. The Legal Secretary has been instructed to secure first hand information as to the operation of some of the systems recently adopted in the United States and as to the effect of various features of the systems upon rates of insurance. It may be necessary also to obtain expert actuarial advice and information in order to enable the committee to deal with various questions that must arise in the framing of the Act.

Your committee will continue to give the subject their most careful attention.

"Industrial Canada."

A report from the joint committees on Commercial Intelligence and INDUSTRIAL CANADA, read by Mr. C. S. J. Phillips, presented figures which showed that the paper was continuing to make satisfactory progress financially. The extent of that progress may be gathered from the fact that the surplus profits for the first nine months of the present fiscal year are $1,000 in excess of the surplus profits for the entire year 1910-1911.

The Ad Men of United States and Canada are holding a Convention in Dallas, Texas, in May, which the Advertising Manager of INDUSTRIAL CANADA has been instructed to attend.

Delegates to Congress Chambers of Commerce.

The following gentlemen were appointed official delegates from the Canadian Manufacturers Association to the Eighth Congress of Chambers of Commerce of the Empire, which meets in London, commencing June 11th next: Messrs. N. Curry, Montreal; Geo. E. Drummond, Montreal; H. J. Waddie, Hamilton; T. J. Storey, Brockville; J. F. Ellis, Toronto, and John Ransford, Clinton.

Mr. H. K. S. Hemming, formerly of Montreal, and now of London, was appointed representative from the Association to the Imperial Council of Commerce.

The report referred with satisfaction to the fact that the Department of Trade and Commerce had acted on another of its recommendations by appointing an Inspector of Trade Commissioners. Mr. Richard Grigg, who has received the appointment, is well-known to Canadian manufacturers as former representative of the British Board of Trade in Canada, and may be expected to give a good account of himself.

Pleasure was also expressed at the successful conclusion of negotiations for a Treaty of Reciprocal Preferential Trade with the British West Indies.

Applications.

The report of the Reception and Membership Committee as read by Mr. Holt Gurney, recommend the acceptance of the following applications for membership:—

Hamilton, Ont., Standard Underground Cable Co., cable.

Hamilton, Ont., Young-Winfield, Limited, spices, jellies, etc.

Hastings, Ont., W. P. Plant, machinery.

Montreal, Que., Migneault & Prevost, tinware.

Montreal, Que., J. W. Windsor, canned goods.

Ottawa, Ont., The Watson Carriage Co., Ltd., building materials.

St. Mary's, Ont., St. Mary's Wood Specialty Co., Ltd., wood specialties.

Sarnia, Ont., Ontario Canners, Limited, canned goods.

Sarnia, Ont., Imperial Oil Co., Limited (C. O. Stillman, 2nd.).

Toronto, The Hopkins Mfg. Co., Limited, jute and cotton bags.

Toronto, The Spanish River Pulp & Paper Mills, Ltd., woodpulp and paper.

Windsor, Ont., Canadian Winkley Co., Limited, oiling devices.

The committee reported having assisted in the entertainment of the West Indian delegates on the occasion of their visit to Toronto, but found themselves unable to concur in a suggestion that the Association should organize an excursion to run to the West Indies next winter. They felt that if the object of such an excursion were to take advantage of the business opportunities afforded by the new treaty, that object could better be gained by interested firms sending out their travellers as on an ordinary business trip.

Resolution of Sympathy.

Instructions were given the secretary to give fitting expression in the minutes of the meeting to the sense of personal loss felt by each member of the Council in the death of Mr. John Hewton, of Kingston, and to forward a letter of sympathy to his bereaved family.

1912 Convention.

On the recommendation of the Committee the dates for this year's convention, which is to be held in Ottawa, were fixed for September 24th, 25th and 26th.

Procedure at Future Meetings.

Under the head of new business, the question was asked whether it would not be possible either to send out the committee reports in advance to each member of the Council, or else to limit the discussion on the reports to such subjects as in the opinion of the Committee Chairmen were most deserving of consideration.

On motion it was finally agreed to ask the departmental officers, together with the general officers of the Association, to bring in a report on this subject at the May meeting.

After accepting the report of the Montreal Branch, the meeting adjourned.

TARIFF REDUCTION.

By James Chittick.

If you take off the Tariff, or chop it in two,
Make sure in advance what there's in it for you.
Will rents then be lower, or laundry bills down?
Or will dressmakers charge less for making a gown?
Will your collars and cuffs, or your coffee or tea,
Or your soap and sapolio a cent cheaper be?
The cobbler, and tailor, and baker will say
That they won't do your work for a penny less pay.
How much less on your note will the bank interest be?
And will lawyers reduce the amount of their fee?
Will the doctor come down, who attends to your ills?
And, when dead, how much less will be funeral bills?
If, the railroads to help, we make rails duty free,
Do you think any cheaper your carfares will be?
Will cocktails or cigarettes be any lower?
Will billiards, or pool, cost you less by the hour?
Whether pew-rents or pork, tools or trousers, or tar,
The prices will stay just as high as they are.
Do you wish to see armies of toilers unfed—
Their work taken from them—and begging their bread?
Destroying is easy, and wrecking the same,
But when ruin follows, on whom lies the blame?
It is not the Tariff that keeps your coal high,
Or your lumber, or gas, or the ice that you buy.
For trusts and combines, and the middlemen's fraud,
Seek redress right at home here, and not from abroad.
If the trusts should control all of the food that we eat,
Is the Tariff to blame for the price of your meat?
By the retailers' tactics and greed you are hit,
And removing the Tariff won't hurt them a bit.
For goods may come in from the West or the East,
And their prices will not be reduced in the least.
While the cold-storage men remain in the game,
Eggs, butter and chickens will cost you the same.
Then, so soon as the custom-house revenues melt,
A blow at your income will surely be dealt.
For the nation's expenses have got to be met,
And each one must shoulder his share of the debt.
So, on Tariffs you'll wish you had not turned your backs,
When you're brought face to face with a smart income tax.
When employers their clerks and their salesmen engage,
With the Tariff reduced will they pay higher wage?
Will porters, or drivers, or motormen gray,
Or workers on farms, get a raise in their pay?
Will the farmer get more for his cotton or hay,
For his horses, or cows, with the Tariff away?
For his wheat or his corn, or his sheep or his shoats;
For his rice or potatoes; his wool or oats?
And the hope of cheap imports won't count at the end,
When you find to your sorrow you've got less to spend.
Shall we knock down the Tariff and Protection let slide,
And keep open house and shove prudence aside?
It has built up our nation, but just for a lark,
Some excitement we'll get by a leap in the dark.
Oh! be true to your country, and rise in your might;
Speak and work 'gainst injustice, and stand for the right.

The Ontario & Western Car Co. have signed an agreement with the city of Port Arthur for 154 acres of land and plan to erect a plant to cost $1,500,000 for the manufacture of railway cars, to be in operation by December, 1913. One thousand men will be employed. The company is capitalized at $5,000,000.

IMMIGRATION DEPARTMENT METHODS

Through Bonuses Given to European Booking Agents Emigrants are Directed Towards Canada Rather Than to Other Parts of the World. Labor Influence Restricts Encouragement to Only Agriculturists and Domestics

WILLIAM HENRY DRUMMOND, who in verse gave to the world such truthful pictures of "habitant" life, philosophizing in a serio-comic poem entitled, "The National Policy," said:—

"W'at's use de millionaire, w'at's use de belle riviere and 'ting like dat if we don't have somebody leevin' dere."

Perhaps to no country at the present time is the question of an increased agricultural population one of such vital importance as it is to Canada, and it is therefore not to be wondered at that "Cultivators for the untilled land" should be the keynote of Canada's immigration policy.

The vast stretches of rich clay loam lying in its virgin state in the prairies of Manitoba, Saskatchewan and Alberta, the fruitful valleys in British Columbia still in the condition they were when Columbus landed in America, the thousands of square miles in Ontario and Quebec waiting only clearing and cultivation to repay an hundred fold the labor bestowed upon them, the neglected and partially neglected farms in all the older provinces contribute to the complexity and seriousness of the immigration problem which now faces the Dominion. To place farmers on the vacant land and to furnish them and the farmers already there with agricultural help is the duty of the Immigration Department. But numbers alone must not be its only consideration. The nation is but a collection of individuals, and, to those who realize that the immigrant of to-day is the Canadian of to-morrow, quality is a consideration which must not for a moment be sacrificed to quantity, no matter how great or how urgent the demand for labor may be. Better that the material progress of the country be for the moment retarded than that elements should be introduced which would result in a lowering of the standard of citizenship. The work of the Department is, therefore, two-fold—securing the desirable and discouraging the undesirable.

With the latter phase of the work this article does not deal, but it may be mentioned in passing that, broadly speaking, Oriental immigration is discouraged and a strict medical examination of new comers is made at ocean ports to sift out the physically unfit.



This Englishman's Family will Swell the Population of Canada.

A decade ago an active immigration propaganda was carried on in certain Southern European countries, which resulted in a heavy stream of emigration to Canada, but because the settlers for various reasons were not so suitable as those from other places the work was discontinued. At present, immigration is solicited only from the British Isles, Northern Europe and the United States.



A Family of Germans who will Make Their Home in Canada.

In the British Isles offices are maintained at London, Liverpool, Exeter, Birmingham and York in England; at Glasgow and Aberdeen in Scotland; and at Dublin and Belfast in Ireland. From these centres, by means of newspaper advertising, by lecturing tours, distribution of literature, motor and waggon exhibits of Canadian produce, exhibits at fairs, markets, etc., the attention of the emigrating classes is drawn to the advantages offered by the Dominion. Personal inquiries at the offices mentioned are given full information, regarding the opportunities for success which await well-directed efforts of suitable settlers in Canada. The booking offices are the information bureaus of the travelling public in European Countries, including Great Britain and Ireland.

Many who have concluded that their chances for success



Montana Settlers on Their Way to Alberta.

are limited in the home-land and who have decided upon emigration as the best means of improving their position, have but a very hazy idea as to where they would like to try their fortunes. Africa, Australia, New Zealand, Argentine, the United States and Canada are familiar names, but convey little information. Consequently, it is to the men who sell transportation to all points that they naturally proceed for advice. Where could there be found a more favorable medium through which to carry on immigration work for Canada? Many years ago this point was grasped and the Canadian Government has systematically and gratuitously kept the booking offices well supplied with reliable and up-to-date descriptive pamphlets of the Dominion for distribution. It would not be wise to stop with the distribution of literature, and the agent must have inducement or he might neglect the distribution of the literature or direct his efforts to diverting emigration to other countries. Therefore, he is paid £1 per head on each man, woman and child over eighteen years of age who are farmers, farm laborers or female domestic servants, and who go to Canada to follow those occupations. On those between the age of one and eighteen years, the bonus is 10 shillings. This is a direct appeal to the pocket of the booking agent to present Canada's advantages in a favorable light and when it is remembered that in England, Scotland, Ireland and Wales there are over 3,000 agents actively engaged in the ticket business, it will be realized how well Canada's inducements are held out to all who are considering breaking the ties which bind them to the land of their birth.

Cost of Bonus System.

The importance of the bonus system may be estimated by the following table, which shows the amounts paid out to booking agents on British settlers during the last three fiscal years:—

1908-1909	$36,109
1909-1910	40,411
1910-1911	89,969

In addition to the assistance given to Canada's immigration propaganda by booking agents, there is the advantage that the booking agents are, through the payment of bonuses, brought to a certain extent under the authority of the Canadian Immigration Department, and, consequently, are unwilling to sell transportation to persons who would not be acceptable settlers in the Dominion.

In Northern Europe, immigration work is carried on somewhat along the same lines as in Great Britain and Ireland, although in some of the countries the anti-emigration legislation will permit no propaganda other than giving information regarding foreign countries to persons who have already decided to emigrate. The booking agencies, duly licensed by the governments of the country in which they are located, are the media through which this information is disseminated, and, as in the case of the British booking agents, the bonus of £1 on agricultural settlers to the Dominion is paid by the Canadian Government. Offices of the Immigration Department are maintained at Paris, in France, and at Antwerp, in Belgium.

American Immigrants.

The United States, especially the northern portion, furnishes a field from which Canada is drawing a population peculiarly fitted for the Western Provinces. Free land in the Republic to the south is no longer available. Farmers with a family of growing sons, looking for opportunities to extend their holdings, are naturally attracted by the Prairie Provinces, where land, which will produce more than that on which they are located, can be purchased for 20 per cent. to

30 per cent. of the price asked for an inferior quality in Dakota, Montana or Illinois. What wonder then that they should decide to throw in their lot with their neighbors to the north—a people of the same race, the same tongue and possessing similar ideals. Coming to the country with capital and with experience, the United States settler often proves himself to be a superior agriculturist to those "to the country born." This is clearly shown in the case of the farmers in what was originally known as the "dry belt" of Southern Alberta. Here farmers from semi-arid districts in the Western States introduced irrigation and have already transformed what was looked upon a generation ago as almost worthless territory into valuable land.

To encourage immigration from the United States, immigration offices are maintained at Marquette, Detroit, Mich.; Syracuse, N.Y.; Toledo, Ohio; Indianapolis, Ind.; Chicago, Ill.; Milwaukee, Wis.; Grand Forks, N.D.; Watertown, S.D.; Omaha, Neb.; Kansas City, Mo.; Great Falls, Mont.; Spokane, Wash.; St. Paul, Minn.; Providence, R.I.

From these points tons of literature descriptive of Canada are monthly sent to inquirers; advertisements and reading notices are inserted in thousands of newspapers; exhibits at State and County Fairs are made of Canada's agricultural produce, and everything possible done to bring the advantages offered by Canada before the persons who are likely to be tempted by them.

What the Results Are.

For a period of twelve fiscal years, dividing the arrivals into three classes, we get the following figures:—

Fiscal Year.	British.	Continental.	U. S.	Total.
1900-1901	11,810	19,352	17,987	49,149
1901-1902	17,259	23,732	26,388	67,379
1902-1903	41,792	37,099	49,473	128,364
1903-1904	50,374	34,728	45,229	130,331
1904-1905	65,359	37,255	43,652	146,266
1905-1906	86,796	44,349	57,919	189,064
1906-1907	55,791	34,217	34,659	124,667
1907-1908	120,182	83,975	58,312	262,469
1908-1909	52,901	34,175	59,832	146,908
1909-1910	59,790	45,206	103,798	208,794
1910-1911	123,013	66,620	121,451	311,084
*1911-1912	*143,195	*76,340	*132,003	*351,538

*Approximate.



From Holland to Canada.

It cannot, of course, be maintained that all who come remain. There are classes who are simply "birds of passage," and who seek the shores of the Dominion merely to acquire wealth with which to return to their native land. Conspicuous amongst this class are the Italians—ideal navvies, frugal livers, hard workers, but always bearing in their hearts memories of "Sunny Italy," to which they return when their hoardings have reached a satisfactory amount. Many mechanics who, upon arrival, mention Canada as their ultimate destination, yearly drift to the United States, where the attraction of the large cities seems to prove a lure too strong to resist. Generally speaking, however, the immigration to Canada is made up of people who come to stay.



Immigrants off for the West.



The First Sight of Canada.



English Domestics who will get Good Positions in Canada.



From the British Isles.

It may be contended by some that an immigration policy which caters only for agriculturists and female domestic servants is unfair to the industrial interests of the Dominion. Until the present Canada could be fairly described as an agricultural rather than an industrial country, and it is only natural that efforts should be made in attempting to secure agriculturists rather than city dwellers. That political considerations entered into the formulation of the policy of encouraging the immigration of farmers only has often been asserted. Skilled artisans contend that public funds should not be used to encourage the arrival of competitors whose presence might lead to a lowering of their wages. While no direct effort has been, or is being, made to encourage the immigration of skilled artisans, it would be erroneous to say that the Immigration Department is doing nothing to improve the condition of the country from an industrial standpoint. There is no branch of the Government service that has a more direct bearing upon industry, affecting both employers and employees. Every farmer who settles upon a homestead on the western prairies becomes at once a purchaser of agricultural implements, boots and shoes, clothing, biscuits, furniture, stoves and the hundred and one other necessaries of life, the manufacture of which engages the attention of the industrial workers of the country. New customers mean increased production, and increased production means prosperity to master and men. Every immigrant, agriculturist or domestic, will contribute towards national progress and the prosperity of all classes in Canada.



Russian Jews.

The wonderful industrial development of Canada may force the Government to extend its immigration policy so as to encourage skilled artisans to seek employment here. Factories and mills are springing up all over the country. They must have employees, or the wheels will stop turning. Must men be taken off the land to labor in the various processes of manufacturing? Surely they are needed to till the soil? The labor vote has restricted immigration laws in the past. It will doubtless endeavor to do so in the future. It must be borne in mind that all kinds of desirable citizens are needed in Canada—agriculturists, domestics, skilled workmen, business men and professional men, who will co-operate in agriculture and industry so as to increase the prosperity of our country. Much speculation is abroad regarding the future immigration policy of the Borden Government, and the report of its special commissioner, Mr. Arthur Hawkes, is awaited with general interest and anxiety.

GRANTS OF WATER-POWERS.

The water-powers of Canada are among the most valuable possessions the country has. To safeguard the rights of the public, the Commission of Conservation has adopted the following principles to guide it in formulating the opinions it gives on questions relating to the disposal of water-powers:

No unconditional titles shall be given to water-powers, but every grant or lease of powers shall be subject to the following conditions:

(a) Development within a specified time.
(b) Public control of rates.
(c) A rental charge subject to revision from time to time.

PUNISHING CANADIANS ABROAD.

Now that Canadian capital and enterprise are finding their way into foreign lands such as Brazil, Mexico, Cuba, etc., it behoves British and Canadian statesmen to lose no time in remedying an irritating grievance. Suppose a Canadian commits a fraud beyond the limits of the Dominion, the Canadian executive has no jurisdiction, not representing a Sovereign State. The prosecution must be conducted under the laws of the South American or other foreign land, with results often disastrous to the justice of the case.—*The Canadian Gazette.*

CANADA'S TREATY WITH WEST INDIES

By The Editor

The Colonies, Except Grenada, the Bahamas, Bermuda, Jamaica and British Honduras, Sign the Agreement. The Basis will be, Probably. that Outlined by Royal Commission of 1909. Will Take Effect at the Beginning of 1913

THE arrangement of a treaty between Canada and the West Indies is at last a reality, owing to the enterprise and perseverance of the Canadian Government. Since 1890, when Hon. Geo. E. Foster made an unsuccessful attempt to bring about better trade relations, the colonies have grown together steadily. The appointment of the Royal Commission, of which Lord Balfour of Burleigh was chairman, in 1909, was no doubt largely responsible for the present treaty. The following statement was published by Hon. Mr. Foster, Minister of Trade and Commerce, after the treaty was signed in Ottawa on April 9th:

"An agreement signed in duplicate was issued to-day by the representatives of the West Indian colonies and the Government of Canada. It was the result of five days' sittings in conference and a deal of steady work done outside the conference by sub-committees.

"The agreement is made for a term of years, and revocable at the end of the period named therein on one year's notice. It includes exchanges of products on a wide and generous scale, and is based on a preference to the products of each country in the markets of the other.

Governments Must Confirm It.

"The agreement goes to the Governments of the colonies included for consideration, and comes into effect when approved by both the Dominion and Colonial Legislatures and His Majesty's Secretary of State for the Colonies. It will be possible for all these to consider and decide, and for the agreement to go into effect before the beginning of the year 1913. Judging by the instructions given to the various delegates by their respective Governments, and the evident good-will and harmonious co-operation shown by them in the sessions of the conference, it is anticipated that no objection will be made to the speedy ratification of the agreement.

"The agreement is between Canada and the interested colonies alone, and leaves both sides with complete liberty to adjust the tariffs as respects all other countries. Grenada, the Bahamas, Bermuda, Jamaica, and British Honduras are the only British West Indian colonies that are not included, and for these the latch string is left on the outside of the door, and the lamp kept burning in the window, with a warm welcome fire certain for them when they come.

"The questions of improved cable and steamship communications between Canada and the West Indies were carefully considered, and the views of the conference were embodied in resolutions unanimously passed. The objective of these resolutions is to effect an up-to-date and adequate cable and steamship connection, based upon the co-operation of the West Indian colonies, the Dominion of Canada, and the Government of Great Britain. Inasmuch as the agreement is to be submitted to the various Governments concerned for their consideration and approval, it is not advisable to give the details thereof at present to the public."

Trade of West Indies.

The total trade of the British West Indies, including British Guiana, according to statistics compiled from the Blue Books for 1910-11, by E. H. S. Flood, Canadian Trade Commissioner, was £20,886,316, the imports being £10,577,952 and the exports £10,308,364 The following statement gives the trade of each colony and the figures making up the total:

	Total Imports.	Total Exports.	Total Trade.
Barbados	£1,345,193	£1,088,829	£2,434,022
Jamaica	2,614,943	2,568,221	5,183,164
Grenada	279,368	291,760	571,128
St. Lucia	277,207	238,954	516,161
St. Vincent	97,737	101,179	198,916
Trinidad	3,343,011	3,467,588	6,810,599
Leeward Islands	541,713	537,832	1,079,545
Bahamas	329,014	193,803	522,817
British Guiana	1,749,766	1,820,198	3,569,964
Total	£10,577,952	£10,308,364	£20,886,316

The fiscal year for all the above-mentioned colonies, except British Guiana, ends on December 31st. The fiscal year of British Guiana ends, like the Canadian fiscal year, on March 31st. The Trade and Commerce Department gives the following statement of Canada's trade with the British West Indies and British Guiana for the fiscal year ending March 31st:

Countries.	Imports.	Exports.
British West Indies	$6,469,382	$4,113,270
British Guiana	3,793,201	622,735

The Agreement.

Although no official statement has been made, it is reasonable to suppose that the treaty has been drafted largely in accordance with the plan suggested by the Royal Commission of 1909. The Commissioners provided that the duties levied upon Canadian goods imported into the West Indies, or West Indian goods imported into Canada, shall not at any time be more than four-fifths of the duties imposed in the colony on similar goods when imported from any foreign country. In regard to flour, the preference in favor of Canada shall not at any time be less than 12 cents per 100 pounds. The preference in favor of the West Indies on raw sugar not above No. 16, Dutch standard, in color, and molasses testing over 56 degrees and not over 75 degrees, shall not at any time be less than 4½ cents per 100 pounds, and for each additional degree over 75 degrees the preference shall not be less than ½ cent per 100 pounds.

The following Canadian goods will receive a preferential tariff if the Royal Commission's suggestions are adopted:

Fish, canned; fish, dried, salted or smoked; fish, pickled; meats, salted or cured; meats, canned; meats, fresh; poultry, dead; wheat flour, Indian meal, rolled oats and oatmeal; cereal foods, bran; biscuits, not sweetened; oats, beans and peas, whole or split.

Coal, bituminous.
Butter, cheese, lard.
Hay.
Horses, cows, oxen, bulls, sheep, swine and poultry (living).
Brooms and brushes.
Boots, shoes and slippers.
Cordage.
Agricultural machinery and implements of all kinds.
Iron and steel nails, spikes, rivets and clinches. Wire (including barbed wire), woven wire fencing, and metal gates. Machinery (including motor and other engines), steam boilers, electric machinery, and electric dental appliances of all kinds.
Vehicles, including automobiles and motor cars. Manufactures of india-rubber. Paints, colors and varnishes.
Paper of all kinds and manufactures of paper.
Vegetables of all kinds, including potatoes, onions and canned vegetables.
Soap.
House, office, cabinet or store furniture of wood, iron or other material; coffins, caskets, casket robes and linings, and casket hardware.
Planks, boards, deals, joists, scantlings, shingles, shooks, staves and headings, door sashes and blinds.
Pianos and organs.
Starch.
Trunks, valises, travelling and tool bags, and baskets of all kinds.
Cement.
Glass bottles, lamps, lamp chimneys, and table glassware.
Nickel-plated, gilt or electro-plated ware.
Calcium carbide.

The following West Indian products to enjoy a Canadian preference if the Royal Commission's suggestions are adopted:

Sugar, molasses, syrups.
*Oranges, limes, lime juice (crude) and grape fruit.
*Bananas and pineapples; *cocoa beans; cocoanuts; *asphalt and manjak; *coffee; *cotton, raw, and cotton seed; *rice, uncleaned.
*Petroleum, crude; *copra and cocoanut oils; *rubber, raw; *balata; *bulbs; *logwood and logwood extract; *annatto; *turtle shells, unmanufactured; ginger and spices, unground; arrowroot; salt; sponges; vegetables, fresh, including sweet potatoes; plantains; onions and yams; honey and beeswax; oils, essential; tamarinds, fresh or preserved; molasquit.

*Articles marked thus are at present free of duty in Canada.

Detailed statistics of the trade of Canada and these colonies cannot be given space, but can be found in Part III. of the Annual Report of the Department of Trade and Commerce, as follows: British Guiana, page 51; British West Indies, page 56.

SPECIAL REPORT ON PRICES IN CANADA DURING 1911.

THE Department of Labor has just issued a continuation of its series of reports on prices in Canada in the form of a special report on the course of Wholesale Prices throughout the calendar year, 1911. The report is by R. H. Coats, B.A., Editor of the Labor Gazette, and is based on weekly observation of the price fluctuations of some 261 articles selected as representative of the entire field of Canadian production and consumption. The list is subdivided into groups, including grains and fodder, animals and meats, dairy products, fish, fruits and vegetables, miscellaneous groceries, textiles, hides and leather, metals, and implements, fuel and lighting, lumber, miscellaneous building material, paints, house furnishings, drugs and chemicals, furs, etc.

The general conclusion arrived at is that wholesale prices in Canada during 1911 reached a higher level probably than in any previous year within the present generation; certainly the highest since 1884, and possibly since 1873. The upward trend did not develop with strength during the first six months of the year; from the middle of June, however, it became pronounced and continuous, closing with November and December prices at the highest level of the twelvemonth. Between January 1 and December 1 the average rise is set down as approximately 3 per cent.

Compared with the decade 1890-1899, which is the period selected by the Department as the standard of comparison throughout its investigations, wholesale prices were approximately 24 per cent. higher in 1910 than in the decade named, and rose during 1911 to a point over 27 per cent. higher. Compared with 1897, the lowest year in the past generation, a rise is shown of about 40 per cent.

Of the articles covered by the report, 124 advanced during 1911, while 67 remained stationary, and only 82 showed declines. An appendix of the report contains an analysis of retail prices and rentals in some 48 Canadian cities throughout 1910 and 1911, based on monthly records obtained by the Department. A rise of about 5 per cent. is shown to have taken place in the past year.

The report deals at some length with the various features of the prices record for the year and the circumstances attending the more important fluctuations. In this connection the following statement is of interest.

'The year was one of general trade prosperity and industrial expansion in Canada. The heavy immigration movement, the very pronounced activity in railway construction and other building operations, the enlarged outputs of manufacturing establishments, and the increased volume of trade, foreign and domestic—in which fields the returns of the year uniformly indicated a marked advance over those of 1910—all united in causing an exceptionally keen demand for materials, with resultant enhancement in prices. In foodstuffs, at the same time, the unfavorable crop reports of the summer and autumn months, worked similar tendencies. Grains advanced sharply, and though there was a decline in live animals and meats, this was attributed to feed shortage, and cannot be regarded as an alleviation in fundamental conditions. Moreover, imported foods, including sugar, were on decidedly higher levels. The financial tone was favorable, and the gold production the largest recorded. From a cost of living standpoint, therefore, notwithstanding declines in cotton, rubber, and a few important articles, the year must be regarded as having, through this double influence of crop shortage and accelerated consumption, distinctly intensified the situation which had previously given rise to such widespread comment, though industrially and commercially it constitutes on the whole a very favorable record."

MERCHANTS' MUTUAL'S NEW VESSEL.

A vessel, now being constructed by the Clyde Shipbuilding Company, Port Glasgow, is destined to be the first boat of any size fitted with internal combustion engines to ply in Canadian waters. She is being built for the Merchants' Mutual Line, and will be known as the "Indian."

The new boat is a standard freighter, 257 feet long by 42 1-2 feet beam and 26 1-2 feet deep, with 4,000 tons carrying capacity, and designed to attain a speed of thirteen miles with her 1,100 horse-power engine. She will be operated in connection with the other Merchants' Mutual steamers, between Montreal and Fort William.

LAWS OF ONE SESSION IN QUEBEC

By H. T. Meldrum

Secretary Montreal Branch C.M.A.

Presiding Judge will have Power to Protect Manufacturers in Qui Tam Actions. Code of Civil Procedure Amended so as to Reach Persons who make Fraudulent Assignments of their Business. Tax on Travellers may be Reduced

DURING the fourth session of the Twelfth Legislature of the Province of Quebec, which closed on April 4th, many important acts of general interest to manufacturers were passed. The chief Government measures included:—

The establishment of a system for the construction of roads throughout the Province. Provision is made for the issuance of bonds to the value of $10,000,000, the bonds to be guaranteed as to their principal and as to one-half of the interest of 4 per cent. by the Provincial Government, and the remaining 2 per cent. interest to be paid by the municipality in which the road is built. A special Roads Department is organized with a Deputy Minister at the head to formulate and carry out the work on a systematic plan.

A Redistribution Bill creating seven new constituencies, of which four will be in the City of Montreal.

The amendment of the Election Act to do away with voting on property qualification and to extend the franchise to practically all male citizens.

The annexation of Ungava to the Province of Quebec.

The granting of land subsidies for the construction of a railway to James Bay, and for the construction of other shorter railways.

Bills of Special Interest.

Other bills of more particular interest to manufacturers were:—

The abolition of costs in personal actions where the amount involved is less than $25. This was along the lines of a part of a memorial submitted by the Montreal Branch, and was advocated as a means of doing away with the petty annoyance occasioned to manufacturers by garnishment cases.

An Act to amend the Revised Statutes respecting declarations to be made by incorporated companies and others. This was introduced at the request of the Montreal Branch and of other commercial bodies in Montreal to do away with the abuses which had arisen through the so-called Qui Tam actions; certain persons in Montreal having made a practice of seeking out technicalities lacking in the registration of incorporated companies and partnerships for the sake of securing the half of the statutory fines of $200 and $100 respectively which went to informers. Under the new amendment the presiding judge may fix the fine at his discretion, so that in cases where the offender has acted with fraudulent intent he may be fined $200 or $100 according as a company or a private firm is involved, yet in cases where the omission has been through ignorance or simple negligence, the penalty may be reduced to a sum commensurate with the gravity of the offence.

The Act incorporating the Montreal Technical School is amended to provide for a representative of the Canadian Manufacturers Association on the Directorate.

A metropolitan Parks Commission to plan parks, boulevards, and improved housing conditions on the Island of Montreal is established. The Commission must have its works approved by the various municipalities. The establishment of this Commission was approved by the Montreal Branch and the bill was supported before the Legislature.

A Government Bill was passed reducing the working hours of women and children in textile factories to fifty-five hours per week. The Act becomes operative on January 1, 1913. An amendment to make this Act apply to all industries was rejected.

An amendment to the Code of Civil Procedure aimed at persons who make fraudulent assignments of their businesses in order to escape pursuit by their creditors was passed, with the support of the Montreal Branch.

A further extension of the privilege of voting for incorporated companies in municipal affairs, which was first secured by the branch in the case of Montreal a year ago, was procured by the inclusion of the necessary clauses in the charters of the cities of Quebec and Westmount.

A Bill which would have caused considerable inconvenience to manufacturers of agricultural implements, dairy supplies, etc., who make contracts with non-traders, was opposed by the Montreal Branch and was rejected after it had passed the Lower House.

In the charter amendments of the City of Lachine and of the Town of Sorel, clauses obnoxious to the interest of manufacturers in those places appeared, and assistance was given by the Branch in having them satisfactorily altered.

Private Bills.

Among the Private Bills affecting individual members were the following:—

To authorize the Guelph Patent Cask Company, Limited, of Scotstown, to construct and operate a railway.

To authorize the Laprairie Brick Company, Limited, of Montreal and Laprairie, to construct and operate a railway.

To authorize Davies, Limited, to transfer certain rights and properties to the Wm. Davies Co., Limited.

To authorize the Laing Packing & Provision Company, Limited, to transfer certain rights and properties to Matthews Laing, Limited.

Tax on Travellers.

It will be noted that no action was taken to reduce the tax on commercial corporations, although it had been anticipated that something would be done to meet the request of the manufacturers in this regard. The Premier, however, informed the House shortly before prorogation that the matter would be looked into with a view to a re-adjustment or a reduction of the tax; that the condition of the Provincial finances would now allow of some reduction in taxation and that the matter of this tax was deserving of immediate consideration. The Leader of the Opposition expressed similar views.

These statements would lead to the confident hope that another session will see a lightening of this onerous burden on industry and commerce.

William Dewart
and his writings

FALLACIES OF FREE TRADE.

(From the Canadian Illustrated News, July 13, 1874.)

TO the unthinking mind there is a charm in the word "free." What is free in one sense may be very costly and dangerous in other senses. As familiarity is said to beget contempt, so freedom is very liable to degenerate into folly. What is called Free-Trade might be called foolish-trade with a great deal more propriety. It is bad economy. It looks only to immediate saving or profit; and nothing is well done in which this is the main motive. Immediate saving or profit causes the farmer to crop without manuring his land. Immediate saving or profit causes the consumer to buy and use inferior articles. In both cases, however, it is well known that the saving, in the first instance, is more than compensated by the loss in the end.

We spend money to make money. Little is ever made otherwise. When we increase the duties on imports, to bring about a permanent reduction in the price of home manufactures, this is our motive. It is not partiality to home manufacturers, as a class; but foresight and self-interest which cause us to do so.

Protection is foresight. It is simply looking at the question in all its bearings, from beginning to end. Free-trade principles correspond exactly with certain customs of barbarous tribes and nations. Persons who from age or other illness, for the time being, are unable to keep up with the rest of the tribe in their journeys or migrations, are left behind and allowed to perish. So it is with Free-Traders; an industry however useful which is temporarily unable to compete with older and stronger industries, is allowed to perish for want of some trifling relief. Each industry or trade for which a nation is adapted should be made to assist all other industries, and they in return should aid in its development. Trades or industries, like individuals, should conform more to the habits of civilized man than to those of the brute creation. One beast may starve in the midst of a numerous flock, without another offering to place a mouthful of food within its reach. Free-Trade is an unnatural doctrine and opposed to the higher order of nature's economy. Free-Trade reminds me of the saying—"root, hog, or die." It is well known, however, that this advice very seldom holds good. It would not pay. There are times when it is much wiser to afford certain ones a little extra food and care.

Protection shapes the back to the burden. If a man buys a farm, a team a waggon, a plough, a spade, clears a fallow or drains a field, he increases his immediate liabilities or expenses. This, however, does not increase his poverty, or incapacity for meeting his requirements. With such increased expenses, his ways and means for meeting them increase also. Where protection increases the cost of an article to any extent it also increases the purchasing power of consumers to a much greater extent. For example, this country imports thousands of tons of iron annually, while it has iron ore in abundance, and wood for fuel for smelting purposes. At present, getting rid of the wood is an expensive operation in farming; but were the mines being worked it would become a source of profit. Frequent changes in the tariff and the advocacy of Free-Trade principles are what prevent capitalists from engaging in these enterprises. Till a settled protective policy is adopted, all these enterprises will be neglected. If protection tended to withdraw capital from agriculture or other existing industries it would be different; but this is not the case. Where capital or labor is thus drawn, it is from the foreign countries which would have supplied the goods in the absence of protective duties and home manufactures. Thus, if we exclude any portion of American manufactures and replace them with home manufactures, the capital and skilled labor required to do so will come from America directly or indirectly. It is only a question with us where our workshops will be. If work will not go to the workshops, the workshops will come to it. When J. and P. Coats were prevented by the duties from sending their thread to the States, they simply established a factory there by exporting capital and skilled labor for the purpose. It is the capital and skilled labor of foreign countries we want, not their manufactured goods. It is only by rendering the latter unprofitable that we can get the former. Protection, in a country like this, puts every industry into healthy operation. It brings more immigrants than all the agents Government could employ. Better still, it keeps them here when they come. This is not the case under a Free-Trade policy. Immigrants brought here now, at the public expense, are known to go right over to the States for want of the very conditions which home manufactures would supply. With protection we have work for all classes; with Free-Trade we can employ little more than agricultural laborers. No large stream of immigration will ever set into our shores till we have employment for all classes. The agricultural laborer will follow his mechanical friends. We want a larger home market for our own produce. For this purpose we want immigrants capable of producing what we now import. There are persons in England who oppose emigration. It is not long since Mr. Roebuck, M.P., said in a speech, that he hoped "England's family of children will still cling to her, and that he holds to be a dastard any Englishman who incites them to seek a new home across the sea." Now every manufacturer in England is naturally opposed to emigration and will be, so long as our tariff permits him to sell his goods here with profit, but raise our tariff so as to enable home manufacturers to undersell him, and he will immediately come here with both capital and skilled labor. If we want to draw immigration we must also draw the capital which is employing those immigrants where they are now. If that capital comes, immigrants will follow without any effort on our part. On the other hand, if we get the immigrants to come without the capital, we cannot keep them when they are here. Cheap labor is essential to English manufacturers, and for this reason they discourage emigration, especially of the better class of skilled laborers.

W. DEWART.

CHANGES NEEDED IN THE PATENT ACT

Editor's Note—Marion and Marion, Consulting Engineers and Patent Experts, Montreal, Que., have prepared for INDUSTRIAL CANADA *a summary of the changes they think should be made in the Patent Act.* INDUSTRIAL CANADA *does not endorse their opinions by giving them publicity. Brief questions and criticisms are invited. It will be noticed that four changes are recommended. The first is treated in detail in this issue and the other three will be similarly dealt with in succeeding issues.*

Since the passage of the present Patent Act there has been ample opportunity to fully test a great many of its provisions. Such testing has shown weaknesses and objectionable features in several of the more important provisions, and the desirability of corrective amendments thereto. There are several other sections which might very profitably be revised or amended, but they do not have quite the same importance. It is only the more important ones that are dealt with at present.

Briefly stated, the changes of greatest importance, which are also those most urgently and most immediately necessary, are:—

1. CONSOLIDATION OF TRADE MARK AND COPYRIGHT BRANCH OF THE DEPARTMENT OF AGRICULTURE WITH THE PATENT OFFICE, THE TRADE MARK AND COPYRIGHT BRANCH BEING ANNEXED TO THE PATENT OFFICE AS A SUBDIVISION THEREOF; AND THE APPOINTMENT OF A COMMISSIONER OF PATENTS GIVING HIS EXCLUSIVE ATTENTION SOLELY TO THE CONSOLIDATED BRANCH, SAID COMMISSIONER HAVING ALL POWERS AND RIGHTS NOW VESTED IN THE MINISTER OF AGRICULTURE RELATIVE TO THE PATENT OFFICE, AND TRADE MARK AND COPYRIGHT BRANCH.

2. SUBSTITUTION OF INTERFERENCE PROCEEDINGS WITH THE PATENT OFFICE IN LIEU OF THE PATENT ARBITRATION PROCEDURE UNDER SECTION 20 OF THE PRESENT ACT, OR THE CORRESPONDING EXCHEQUER COURT PRACTICE.

3. SUBSTITUTION OF A SINGLE, CONTINUOUS TERM OF 18 YEARS WITH PAYMENT OF ENTIRE FEE AT TIME OF FILING, IN LIEU OF THE DIVISIBLE TERM WITH INSTALLMENT PAYMENT.

4. SUBSTITUTION FOR COMPULSORY MANUFACTURE (Section 38*a*) AND COMPULSORY LICENSE (Section 44) AN OPTIONAL CHOICE BETWEEN MANUFACTURE AND COMPULSORY LICENSE, THE SAME TO BE APPLICABLE TO ALL PATENTS.

Advantages of First Change.

Briefly stated, the advantages of the first change recommended are:—

1. More adequate attention to the businesses of these branches than is now possible.
2. Establishment of a definite and well-defined line of procedure.
3. Establishment of uniform practice.
4. Greater presumption as to validity of patents, etc.
5. Greater encouragement to inventors and industrial developments.

For many years both the Trade Mark and Copyright Branch, and the Patent Office, have been attached to the Department of Agriculture. This arrangement was made simply because the newly formed Department of Agriculture had but little work to attend to in comparison with most of the existing departments. Also, at that time, the volume of work of the Patent Office and the Trade Mark and Copyright Branch was very small. The arrangement was one of convenience, as tending to make an evener distribution of the work of the Government Departments—the other older departments already had sufficient work to keep them busy. Thus, it was originally possible for the Minister of Agriculture or his Deputy, to more or less personally supervise the work of the Patent Office and the Trade Mark and Copyright Branch, although there was really nothing in common between the Patent Office and the Department of Agriculture, nor between the Trade Mark and Copyright Branch and the Department of Agriculture—one deals with the farm and the other with manufacturing industries.

Growth of Departmental Business.

Since the arrangements first started, the business of the Department of Agriculture has grown enormously and the business of the Patent Office, and Trade Mark and Copyright Branch, have increased rapidly and steadily. The steady and rapid growth of the Patent Office has resulted in a proportionate increase of delicate judicial questions of great importance and all requiring the personal attention of the Commissioner of Patents or his Deputy. Likewise, there are many important matters relating to the practice and procedure within the Patent Office, and the Administration of the Patent Office, all requiring the personal attention of the Commissioner of Patents or his Deputy. Thus, the many important questions presented are amply sufficient to require the entire time of one man. It is manifest that neither the Minister of Agriculture nor his deputy can possibly give his entire time to the Department of Agriculture, and also give all his time to the Patent Office. Likewise, it is evident that he can not give half of his time to each. The natural result is that circumstances compel the Minister and his Deputy to give practically their entire time to the Department of Agriculture, delegating their duties of Commissioner of Patents to the Chief of the Patent Office. But, the Chief of the Patent Office is already charged with the numerous and various duties of Chief Clerk. The duties of Chief Clerk, alone, are amply sufficient to require the entire time of one man. Thus, we have the same trouble, further along the line, only there is no one to whom the Chief of the Patent Office may delegate his duties—either his duties as Chief Clerk, or the duties delegated to him by the Deputy Minister of Agriculture, as acting Commissioner of Patents. Consequently, the Chief of the Patent Office has thrust upon him duties which should require the entire time of two very busy men. Under these circumstances, it is clearly impossible for any one man to do justice, either to the Patent Office or to himself. Thus, by force of circumstances, the Patent Office is made to suffer. The natural result is an unsettled and rather loose line of procedure and a great uncertainty on vital points of practice.

Commissioner of Patents Needed.

By the appointment of an experienced man as Commissioner of Patents, to give his exclusive time solely to the duties of Commissioner of Patents, this condition of affairs could be speedily remedied. Definite lines of procedure could be clearly established and rigidly enforced, and the various points of practice could be gradually placed upon sound and certain footing by a uniform line of decisions resulting from

different cases on the same points, just as in suits at law. Needless to say, the presumption as to validity of a patent would be very greatly increased by the establishment of a definite line of procedure and a uniform practice, within the Patent Office, whence the patent issues. Any betterment in the Patent Office, its procedure, or its practice, which betterment is likely to have a strengthening effect on Patent rights is, of course, an encouragement to inventors and prospective applicants, and therefore very desirable.

His Powers.

It is, therefore, clear that it would be very greatly to the advantage of the Patent Office and of every one in any way affected by Patent rights, to have a Commissioner of Patents who could give his entire and undivided attention to the duties of Commissioner of Patents. Such Commissioner should, of course, be vested with the same powers as are at present vested in the Minister of Agriculture, as Commissioner of Patents.

The practice and procedure within the Trade Mark and Copyright Branch of the Department of Agriculture is very similar in many respects to the practice and procedure within the Patent Office. The rights obtainable through this branch relate to industrial property, as do the rights obtainable through the Patent Office. The rules and regulations are, in many respects, very similar. Also, the legal requirements have many points of similarity. Likewise, the prosecution of applications before the Trade Mark and Copyright Branch is conducted by the same profession as that which prosecutes applications for Patents. For this reason, it would be desirable to have the Trade Mark and Copyright Branch annexed to the Patent Office, as a sub-division of the Patent Office, with the Commissioner of Patents performing the judicial and supervisory duties now vested in the Minister of Agriculture, relatively to this Branch. By such an arrangement all matters within the Patent Office and within the Trade Mark and Copyright Branch would be under the guidance and control of a single responsible head whose entire time would be given solely to them. For this purpose, such head should be given all powers now vested in the Minister of Agriculture, so far as the Trade Mark and Copyright Branch is concerned.

THE B. C. COMPANIES ACT AND THE C. M. A.

Answer is Made to the Unjust Charges Against the Association. The British Columbia Companies Act Contains Unique Legislation and is Radically Different from British Companies Act. Are Dominion Companies Considered Foreign?

AN unjust attack is made upon the Association by the *British Columbia Mining and Engineering Record*, which contains the following article in a recent issue, under the heading, "A Brazen Proposition":—

> The action of the Canadian Manufacturers Association in supporting litigation to invalidate the application of the Companies Act of British Columbia to outside companies is endorsed by the *Lumberman*, but is a piece of impertinence. The Association would be better employed minding its own business. The Companies Act of British Columbia is far in advance of the federal law, and better than the law of any other Province. It has done much to reduce fake promotions and to protect the investor. The Companies Act of British Columbia is practically a copy of the British Companies Act, which the Wall Street *Journal* describes as of high efficiency, giving the investor and consumer all the protection they cannot secure for themselves.
>
> British Columbia will insist on running its own business, and the only reason the Manufacturers' Association can have for objection to the Act is that it renders some of the big mergers connected with it fearful that their registration under it may render them liable to prosecution for the breach of some of its provisions. The law is designed for the protection of the public against such organizations, and shall stay there and be enforced if we know anything of public opinion. Eastern institutions like the Canadian Manufacturers Association still seem to regard British Columbia as the milch cow which is to supply them with cream as well as the milk, and be kicked about at their sweet will.

Not Founded on Fact.

This criticism, written with characteristic Western force, is written also with an apparent want of knowledge which we are obliged to state is not uncharacteristic of the views occasionally expressed in the Western Provinces and especially British Columbia, upon this and kindred subjects. The allegations and assumptions of fact made by the critic are entirely misleading and incorrect. So far as we are aware there has been no thought on the part of any one of attacking the Companies Act of British Columbia. Unfortunately, however, the government of British Columbia has seen fit to incorporate with the Companies Act a piece of legislation which in every other province has been a subject of separate treatment, namely, the provisions requiring foreign companies to become licensed or registered before carrying on business in the Province. Nothing of this kind is contained in the British Companies Act. So far as Canada is concerned, the type of legislation represented by Part 6 of the Companies Act of British Columbia originated in the Ontario Extra-Provincial Corporations Act, which seems to have been suggested by similar legislation in some of the American States. It is true that there were in the British Columbia Companies Act three years before the Ontario Act, provisions relating to the registration of foreign companies, but they were entirely different in their operation from the Ontario provisions, which were copied by the British Columbia Legislature in 1910.

Nothing Like B. C. Act Elsewhere.

Our Western critic, when he learns this, will probably essay the obvious retort that "Eastern" Provinces would be better occupied in amending their own legislation. He may be assured that the Eastern phase of the question is not being entirely neglected but it is safe to assume that he is not aware that the Province of British Columbia has rushed in where the Eastern provinces have feared to tread. There is nothing in Eastern Canada or in Great Britain, or in fact any British State, or, so far as we are aware, in any other jurisdiction, like the provisions of Part 6 of the British Columbia Companies Act. In the first place, no jurisdiction has ever attempted to enact such a sweeping prohibition as that of section 139 of the Act, under which—

> "Every extra-provincial company having gain for its purpose and object within the scope of this Act is hereby required to be licensed or registered under this or some former Act, and no company, firm, broker or other person shall, as the representative or agent of, or acting in any other capacity for any such extra-provincial company, carry on any of the business of an extra-provincial company within this Province until such extra-provincial company shall have been licensed or registered as aforesaid."

The corresponding provisions in the Acts of other Provinces are limited by a proviso which renders the Act applicable only to companies maintaining a branch or office within the Province. As a matter of fact, an excepting provision of this kind was contained in the British Columbia bill, but was struck out on the third reading. The result is that the Act purports to cover not only companies maintaining branches in British Columbia, but also companies carrying on a casual business through non-resident travellers or by correspondence. It is an open secret that the precise operation of the Act was not appreciated by the members of the British Columbia Government at the time of its passing and considerable surprise was caused when on the date of the Act's coming into force government inspectors proceeded to hold up commercial travellers of unlicensed companies and to examine the books of British Columbia wholesale dealers to ascertain with what extra-provincial concerns they were dealing. This feature of the Act was, of course, found unworkable and the attempt to enforce it was promptly abandoned. If the Act is valid the Eastern companies carrying on business in defiance of its provisions are, of course, still subject to penalties of $50.00 per day and their representatives to penalties of $20.00 per day, but the idea of enforcing these penalties is so absurd that no one regards it seriously.

There is, however, a more dangerous feature than that prescribing the penalties. So long as a company remains unlicensed or unregistered "it shall not be capable of maintaining any action, suit or other proceeding in any Court in British Columbia in respect of any contract made in whole or in part within this Province in the course of or in connection with its business." Thus any company which is unfortunate enough to have any business dealings whatever in the Province without having obtained the necessary authorization is in the position of an outlaw. Its contracts are unenforceable in the British Columbia courts and its very corporate existence is ignored. The essential element of corporate capacity, that of suing and being sued, is denied. This, as the Court of Appeal of the Province of British Columbia itself pointed out in the case of Lilly v. Johnson, is an invasion of the recognized rule of international law by which the courts of one jurisdiction recognize the corporate existence and rights of companies validly incorporated in other jurisdictions. There is absolutely nothing in the British Companies Act or any other British jurisdiction corresponding to this. It represents a spirit of international discourtesy entirely un-British, and we had hoped, un-Canadian Lest there should be any attempt to apply the *tu quoque* criticism we frankly admit that the other provinces, to the limited extent to which they have applied the same principle, are guilty of the same national ill-breeding, but it should not be for one moment forgotten that the British Columbia Act goes so much farther that there is no comparison in practical effect All the provinces, however, have something to learn in national courtesy from the Mother Country.

Are Dominion Companies "Foreign"?

The most serious feature of the British Columbia Act, however, is the attempt to treat companies incorporated by the Dominion Parliament as "extra-provincial" or "foreign" companies. In so far as the Western Provinces persist in regarding Dominion companies as "Eastern" they take a position which we do not propose to debate with them. We assert, however, without attempting to argue, that a company validly incorporated by the Dominion Government cannot be treated as "foreign" or "extra-provincial" in any province. It is rather remarkable that the only province which has seen fit to recognize this principle is the Province of Quebec. The Provinces of Alberta and Saskatchewan, with characteristic Western boldness, frankly deal with Dominion companies as "foreign," and require them to become "registered," which in these Provinces means incorporated. The Provinces of Ontario, New Brunswick and Manitoba, while dealing with Dominion companies in a more gingerly fashion, nevertheless attempt to impose upon them formalities amounting in practical effect to re-incorporation for the purposes of the Province. It must, of course, be constantly borne in mind, that the Acts of other Provinces outside of British Columbia, are so limited in their scope as to render them much less onerous and anomalous than the British Columbia provisions. Nevertheless many Dominion companies find themselves in this position that after becoming incorporated by Letters Patent or Act of Parliament authorizing them to carry on business throughout the Dominion of Canada they are required by legislation in the different Provinces to take out an auxiliary or supplementary authorization before their corporate capacity and their power to carry on business in the Province is recognized. This represents the intolerable condition which, if the Provincial Acts are within the power of the Provinces to enact, must be remedied ultimately by an amendment of the British North American Act. It is very doubtful, however, whether the British North America Act as it stands will support any such power on the part of the Provinces. Many Dominion companies have challenged the validity of the Acts and are ignoring them. In view of the doubt as to the validity of the Acts the Dominion Government has referred a stated case to the Supreme Court for an opinion. The hearing of this case is being strenuously opposed by the Provinces, with the exception, remarkable enough, of the Province of British Columbia. The Dominion, of course, frankly takes the position that the Acts of the different Provinces, in so far as they purport to effect the status of Dominion companies, are ultra vires. As a matter of fact, the Dominion Blue Books show that official communications passed between the Dominion Government and the Government of the Province of Ontario soon after the passing of the Act in that Province in which the Provincial Government gave what was taken by the Dominion authorities an undertaking to amend the Act so as to make it inapplicable to Dominion companies. This undertaking having been given the Dominion Government did not exercise its power of disallowance. The change of Government, however, took place in Ontario, and the new Government refused to be bound by the understanding with the old Government. Having allowed the Ontario Act to stand the Dominion Government could not well interfere with the legislation in the other Provinces to a similar effect, but the position has been constantly adhered to that the Acts should be pronounced ultra vires by the courts.

An Intolerable Situation.

The present condition, as has been said, is an intolerable one. The legal department of the Canadian Manufacturers Association is besieged with requests for advice as to the corporate status of its members in the different Provinces, and the requirements necessary to be complied with. None of these enquiries can be definitely answered until there is a decision from the Supreme Court or the Privy Council upon the question in dispute. Recently a company incorporated under Do-

minion Letters Patent, with head office at Winnipeg, applied for a license in British Columbia. The license was refused because there was already an American company of the same name registered in the Province. Here we have a Dominion company absolutely shut out of one part of the Dominion without remedy, though the company was willing to pay the Provincial fees and to comply with the very onerous requisites for obtaining a license. No one with any knowledge or appreciation of the effect of such legislation could make any pretence of defending it. We recommend our British Columbia critic to look into the problem a little more closely before venturing on a wholesale condemnation of "Eastern" interference. The *Engineering Record* will find that there is in the city of Vancouver a very live organization whose one and only aim is the abrogation of the provisions of the British Columbia Act which are under discussion, so that the opposition is by no means confined to the East. At the last session of the Manitoba Legislature an Act was passed aimed definitely at the Province of British Columbia, in retaliation for its extra-provincial company legislation. If the remedy is found in no other way, it will undoubtedly come about by retaliatory legislation reaching such a point that all the Provinces will be compelled to abandon this objectionable type of law,—if it is law.

WORLD'S PRODUCTION OF WHEAT.

Final estimates of the production of wheat in 1911 have been received from all the important countries. The total production in the Northern Hemisphere is 3,154,360,000 bushels against 3,185,565,000 in 1910, a decrease of 31,205,000 bushels. The exceptional decrease of 266,000,000 bushels in Russia was almost balanced by large increases in Canada and in most of the countries of Europe. The total for the Southern Hemisthe countries of Europe. The total for the Southern Hemisphere (preliminary estimate) is 290,988,000 compared with 275,810,000 in 1910. This makes the world's total, 3,445,348,000 bushels as against 3,461,375,000 produced by the same countries in 1910. Adding the production of a number of smaller countries as given by Dornbusch, we have 3,568,148,000 bushels for 1911 against 3,575,375,000 for 1910. The world's total for 1911, according to Broomhall, is 3,451,992,000 bushels, according to Beerbohm, 3,456,000,000.—*Dept. of Agriculture, Ottawa.*

INTERNATIONAL GAS EXHIBITION.

The municipality of Amsterdam proposes to open an International Gas Exhibition at the Industrial Palace, in that city, on September 14th next, to exhibit the progress made in recent years in the improvement of gas apparatus and developments in the use of gas. The chief feature of the exhibition, however, will be the various appliances used for public and private gas lighting. Applications for space, which will be charged for at rates varying from 5 to 25 florins per square metre, according to the location chosen, should be addressed to Mr. J. van Rossum du Chattel, manager of the municipal gas works, 29a, Amstel, Amsterdam. The gas used and the pipes and fittings for connection to exhibits will be supplied free.

DEVELOPED WATER-POWERS.

As a result of investigations undertaken by the Commission of Conservation, it has been ascertained that there are 1,016,521 horse-power developed from water-power in Canada.

INLAND RAILWAY FREIGHTS ON SHIPMENTS FROM CANADA.

To illustrate the effect of the latest ruling of the Australian customs (so important to Canadian manufacturers and importers) upon shipments made at Montreal and Saint John the following examples are given:—

1. The cost of inland railway freight on goods consigned from Toronto for shipment at Montreal (or Saint John) to Australia is dutiable, on passing entries through the Commonwealth customs, at the same rate as the goods.

2. When consignments of Canadian goods are conveyed by the Canadian Pacific Railway across the State of Maine for shipment at Saint John to Australia the cost of inland Canadian (only) railway freight is dutiable when passing entries through the Commonwealth customs.

When the goods are shipped on a through bill of lading (from Toronto, etc.), to Australian ports of destination it is imperative that a statement, signed by the shippers, should appear on each invoice showing the exact cost of the inland Canadian railway freight from factory point to port of shipment. Neglect to conform with this ruling will not only cause delays and annoyance to Australian importers but may result in both higher duties and a fine being imposed.

Trade and Commerce Reports.

ADVERTISING.

We may live without conscience and live without heart;
We may live without poetry, music and art;
We may live without friends, we may live without fads.
But business to-day cannot live without ads.



The Trade Unionist Makes War Against the Community.—*Liberty and Progress.*

THE REMEDY OF CO-PARTNERSHIP.

DURING the last few weeks from many quarters there have been expressions of opinion that a real solution for the present labor troubles will be found in industrial co-partnership. There is much to be said for this view. Under the existing wage system the ordinary wage-earner necessarily concentrates his attention upon his own wages and the possibility of increasing them. He does not, as a rule, take into account the position of his employer, but acts upon the principle that the employer must take care of himself. This is also true of the attitude of many employers—perhaps we may even say of most—towards their workpeople. They, too, say that the workman must look out for himself, and if the employer can secure high profits by the willingness of the workpeople to accept low wages he rejoices in the fact and pockets the profits. It results inevitably that the ultimate common interest of employer and employed is obscured by the immediate divergence of their interests. Profit-sharing, in theory at any rate, would terminate this unsatisfactory relationship, for it would make the workman realize that his pecuniary advantage depended, not merely on obtaining a good wage, but also upon the general success of the business in which he is employed. The resulting advantage to the employer would be that the workman would work more steadily and would require less costly supervision. The increase in the product and the reduction in working expenses would mean a larger available dividend for both parties.

That is the theory of profit-sharing. It is obvious, however, that there must be a limitation to the application of this theory. In the first place, if there are no profits there can be no profit-sharing, and numbers of industries throughout the country are habitually carried on without immediate profit in the hope of future gain—a hope which in many cases is never realized. There is a further limitation to the advantages of profit-sharing which arises from the fact that in practice the workman is apt to look upon his share of the profits as a mere addition to his wages. Looking down the long list of profit-sharing schemes which have failed, one notices cases where the men, finding that profits were falling off, have demanded an increase of wages to make good the reduction in their bonus. This points to a fundamental misunderstanding on their part of the nature of profit-sharing, but it is a misunderstanding which is extremely likely to arise. With the object of meeting it the advocates of profit-sharing both now and in past decades have designed a development of the system which creates a still closer bond between employer and employed.



Man on the Bank: "Are you a Unionist or a Scab?"

Under the system known as co-partnership the workman not only shares in the profits, but becomes himself a shareholder in the capital of the business. This is effected either by offering shares to workmen on special terms or by using the whole or part of their annual bonus to buy shares in the market.

Let it be admitted frankly that there are many forms of industry to which profit-sharing could not satisfactorily be applied, either because the industry is too complex, especially upon the commercial side, or because profits are so precarious that the workman would never have any reasonable security of obtaining a bonus. In such cases as these it is perhaps better not even to attempt to establish profit-sharing systems. It does not, however, in the least follow that they are not desirable and possible in other industries. Even if co-partnership can only be applied to 10 per cent. of the industries of the country it would still be an immense gain, for it would create a body of workmen who were compelled by the terms of their employment to realize the employer's point of view as well as their own.

We therefore strongly urge all employers who, after an examination of their business, think that there is at least a possibility of success in a profit-sharing scheme, to give the system a trial. At the same time we wish to protest against the somewhat extravagant attacks made upon the wage system by the advocates of profit-sharing. The wage system honorably worked on both sides is an admirable device for combining the respective functions of capital and labor. The employer provides the necessary capital for carrying on his business and takes all the risks which the business involves. The workman sells his labor on the best terms that he can get, and only runs the risk which all of us have to run, whatever our occupation be—the risk of unemployment. In cases where both parties are willing to play fair, and each take account of the other's point of view, it is doubtful whether this system can be improved; but since in practice many people will not play fair it is desirable to devise a system of profit-sharing or co-partnership which will financially link together the immediate as well as the ultimate interests of employer and employed.—*The Spectator.*

EMPLOYMENT BUREAUX IN QUEBEC.

The work accomplished by the free employment bureaux opened by the Government of the Province of Quebec in the cities of Montreal and Quebec a year ago seems to have amply justified their establishment.

The Montreal Bureau was opened on April 3rd, 1911, and, according to the report submitted to the Legislature had from that time up to March 15th of this year, received 9,638 applications for employment and 13,252 applications for employees. The number of persons who had been given employment through the bureau was 6,725.

The Quebec City Bureau was opened on April 18th, 1911, and up to March 15th of this year, 1,750 applications for employment and 2,071 applications for employees, were received. The number of persons who had been given employment through the bureau was 880.

It is understood that an employment bureau will also be opened in Sherbrooke during the current year.

IN NORTHERN ONTARIO

THE cheerful settler in Northern Ontario is now setting forth from his small, but comfortable cabin, which has defied the rigors of winter, to plant his spring crops. His "horses" are like himself, built for pioneer work. With them he has torn out stumps and converted forests into productive lands. The sale of pulp wood helps him to buy farm implements with which to till the fields as he reclaims them from Nature. Oxen will give place to the latest improvements that science is devising to make agriculture easier. Life in the backwoods will become more like life in the town. This farmer will need luxuries and comforts as well as conveniences and necessities. There is room for a million people in the "Clay Belt," where this man lives. Before many years its "second growth" shrubbery and swamps will disappear, and in their place will be seen fields of waving grain and comfortable homes.







Ontario is the greatest manufacturing province of the Dominion. How fortunate it is that a great "home market" is opening up within easy shipping distance of her factories! As Western cities grow they will be able to supply a considerable portion of the manufactured goods needed by the prairie dwellers. Part of any trade which may be lost in the West will be replaced by the trade of the future with the great hinterland of Ontario.

BOILER EXPLOSIONS AND ACCIDENTS

Dangers Peculiar to Boiler Mountings. Steam Pipes and Steam Traps. Pressure and Water Gauges. What Safety Valves Should do to Prevent Explosions. Low-Water Alarms Should Indicate Shortness. Injectors and Feeding Arrangements

Editor's Note—This is the second installment of the memorandum prepared for the Home Office, Great Britain, by Mr. W. B. Buchan, H. M. Inspector of Factories, for the guidance of industrial firms. The object is to reduce the number of accidents resulting from ignorance or carelessness in attending to boilers. Every Canadian manufacturer should derive valuable information from this report and should be able to place it in the hands of his engineers and their assistants. The next will appear in the June number of INDUSTRIAL CANADA.

WATER-TUBE boilers are of various types, and consist usually of horizontal drums connected by a number of small tubes through which the water circulates; steam is generated by the heated gases playing on the outside of the tubes. Nearly all explosions of these boilers are due to rupture of tubes from one or other of the following causes: Overheating through shortness of water, deposit of scale within the tubes, and deposit of grease or oil, internal corrosion through the quality of feed water, external corrosion through leakage, use of a steam jet to clean the tubes on the outside, or condensation caused by cold feed water, and withdrawal of tube ends. All these points require special attention in water-tube boilers. As the quantity of water in such boilers is comparatively small there is a risk of the level becoming low, should the feeding arrangements fail. Some boilers are fitted with low water alarms, while others are provided with duplicate feeding arrangements, so that if one system fails resource can be had to the other. Apart from the risk of explosion, this is of some importance in electric light stations, where the stoppage of a boiler might cause considerable inconvenience. It is most important to keep the tubes clean both inside and outside. The intervals which may safely be allowed between cleaning depend on the nature of the feed water and the fuel, and can best be fixed by experience in each case. As a general rule, the thickness of scale or soot on the surfaces should not be allowed to exceed 1-16 in. It is desirable, therefore, when a new water-tube boiler is installed, to commence by cleaning it every two or three weeks, and if found clean, to increase the intervals until a satisfactory period has been established.

Removing Scale.

Scale can be effectively removed from the inside of the tubes by the use of scrapers or turbine cleaners, and in cleaning the tubes the greatest care should be taken not to miss a single tube with a scale in it. This can be ensured, in the case of straight tubes, by holding a lamp at one end while the person examining looks carefully along the tubes from the other end, and, in the case of bent tubes, by passing a ball 1-8 in. smaller than the internal diameter of the tubes through each tube; this ball should be fastened to a chain. As the tubes are comparatively thin and their interior cannot be seen, precautions against internal corrosion and the deposition of scale or grease are of special moment. The exterior of the tubes can be cleaned by a jet of steam or air directed by means of a blowing pipe, and when smoky fuel is used they should be brushed, when the steam is off, with wire brushes before the coating of soot exceeds 1-16 in. in thickness. To prevent external corrosion, it is desirable to heat the feed water, and leakage should be avoided. As wasting of the tubes may be very rapid, hydrauic tests should be made periodically, and, at inspection, sample tubes should be removed and cut to ascertain the thickness. To prevent tubes drawing out, the ends should project slightly (about 1-4 in.) through the tube plate, and should be bell-mouthed in addition to being expanded. To prevent accidents caused by caps being blown off headers, the threads of the securing bolts and nuts should be examined every time the boiler is cleaned, and if defective these should be discarded. The unstayed dished ends of thermal storage drums connected with water-tube boilers should be carefully examined.

Dangers Peculiar to Boiler Mountings, etc.

The boiler mountings required are a proper safety valve, a proper steam gauge and water gauge. Such mountings as stop valves, blow-off cocks, feed-check valves, mudhole and manhole doors are also essential for the working and maintenance of boilers, while other mountings of a precautionary kind include fusible plubs, low-water alarms, and insulating valves; reducing valves and steam traps are other precautionary fittings for steam pipes and steam receivers.

Many serious explosions have been due to the use of defective mountings. No greater mistake can be made than to attempt to reduce the initial cost of a boiler by purchasing cheap mountings, which may be a constant source of trouble, owing to the inferior quality of the material or the lack of some detail essential for safety. Too much attention cannot be given to the upkeep of mountings, and some firms follow the excellent practice of keeping a spare set so that any defective fittings may be replaced. This reduces the inconvenience due to stoppage and, at the same time, removes the temptation to continue their use until they become positively dangerous. Provision for the reception of the various mountings on the boiler should be made in the form of branches and steel blocks, which should be carefully bedded and riveted to the boiler plate, and all surfaces for mountings should be machined. In fitting the mountings care should be taken to make the joints steam tight, and to ensure this, the bolt holes should be pitched close enough to prevent leakage if the plates are sprung under steam pressure.

Steam Stop Valves.

Steam stop valves are of various types; in one type the valve is screwed down on its seat, while in another the valve slides between two surfaces. Cast iron is not a suitable metal for stop valves subject to high pressures. Cast steel is now being considerably used in the manufacture of these chests, and is strongly recommended, particularly for pressures exceeding 120 lbs. per square inch and for superheated steam. In the construction of stop valves the following points should be observed. If the spindle is not screwed into the valve the collar at the end of it should be solid, or screwed on and secured with a split pin, and the bridge on the top of the valve should be of adequate strength. The difficulties arising

from valves jamming or wings breaking can be overcome by using wingless valves, which also tend to reduce the irregular scouring of valve seats due to the use of winged valves. Leaky valves should be ground or repaired at the first opportunity, as the steam which escapes, when the valve is shut, may condense in the pipes and lead to accidents from water-hammer, or if the boiler be one of a range, the leakage may cause considerable annoyance to those who have to go inside. One type of valve is provided with a hand wheel by which the valve can be rotated on its seat at any time.

Valve Seat.

Proper means should be provided to keep the valve seat in position, *e.g.*, by securing it with set pins, by holding it in position with a cage extending from the lid by screwing it into the body, or by making it of metal which has a coefficient of expansion approximating to that of the chest and driving it tightly home. The coefficient of expansion of a metal is the expansion per unit of length per degree of temperature. For brass it is .00001047 per degree Fahr., while for cast iron it is only .00000616, and consequently brass valve seats tend to expand more than the cast iron chests containing them and the repeated expansion and contraction are liable to slacken the valve seats. It will, therefore, be seen that brass valve seats should always be secured when used in cast-iron chests.

Leakage at stuffing boxes should be avoided by repacking before the leakage becomes serious. Some small vertical boilers, with engines attached, are provided with a stop valve at the engine only and not at the boiler; this is undesirable as the pipe from the boiler to the engine is often exposed, and in case of fracture by a falling article the flow of escaping steam cannot be stopped. When stop valves are inaccessible or situated in dangerous places, such as the kier houses or bleach-works, arrangements should be made to operate them from the floor level.

Isolating Valves.

To prevent serious accidents due to inadvertent admission of steam to a boiler (one of a range) in which men are present, it is desirable to disconnect it entirely or to have an isolating valve fitted beside the stop valve of each boiler. Isolating valves, by automatically closing, also serve as safeguards against the escape of steam from other boilers through a damaged boiler into the stokehold. In consequence of two similar occurrences in France, whereby many persons were killed or seriously injured, the provision of such valves has been compulsory in that country since 1886. The French regulation is as follows:—

"In every group of two or more boilers with pipes so arranged that, in case of damage to one of the boilers, the steam from the others could flow back to the damaged boiler, each supply steam-pipe, between the boiler and a main steam-pipe of greater area than 50 sq. centimeters (3 1-8 in. diameter), shall be provided with an isolating valve, so constructed as to shut automatically should the normal direction of the flow of steam be reversed."

Reducing Valves.

It is often necessary to reduce the steam pressure for a particular purpose. This is effected by means of a reducing valve. The principal danger arises from the valve failing to act and allowing steam at high pressure to pass to fittings and vessels designed for low pressure. As a precaution, a pressure gauge and a safety valve should be fitted on the low-pressure side, while a stop valve should also be fitted on the high-pressure side, so that steam may be shut off if the reducing valve becomes inoperative, and at the same time this will allow the reducing valve to be overhauled. The weak part of many reducing valves is the diaphragm; it should be of good quality, sufficiently elastic, and able to stand a high temperature. If superheated steam is used it should be turned on slowly, to ensure the presence of a sufficient quantity of water in the arm above the diaphragm, in order to protect it from the action of the steam. The same precaution should be adopted when a reducing valve is brought into action for the first time or after repairs. If water is observed leaking at the bottom joint the rubber diaphragm is probably worn through and should be renewed without delay.

Steam Pipes and Steam Traps.

The principal causes of explosions of steam pipes have been water-hammer; straining, due to rigidity and vibration, bad joints, and insufficient support; and bad construction and deterioration.

Water-hammer arises chiefly from two causes, either from admission of steam into pipes containing water, or from drainage of pipes, while under steam, in such a way as to present suddenly a large surface of comparatively cold water to the steam. Water-hammer can only be avoided by preventing the accumulation of water in the steam pipes. To prevent priming, a medium water level and steady steam pressure should be maintained in the boiler, grease and excess of soda should be avoided in the feed water, while an anti-priming pipe fitted within the boiler is a useful adjunct. Much can be done to reduce condensation by covering the pipes and preventing the escape of steam through leaky valves. The pipes should be laid with a fall to a selected point and properly drained at all places where water can lodge; for example, at stop valves on boilers and engines and in downward bends.

Drainage of Steam Pipes.

In many cases the drainage of steam pipes is effected by drain cocks alone, but cases of water-hammer have occurred through these drains being choked, or by subsequent disturbance of the water surface within the pipe after the drain cock is opened. It is desirable that pipes should be kept constantly clear of water by connecting the drain to automatic steam traps and an efficient means of testing the traps, when under working conditions, should in all cases be provided. But even automatic drains are liable to get out of order.

For this reason special attention should be given to drain pipes and steam traps in new installations of steam pipes.

All drain pipes should be of sufficient size and "preferably of copper for fear of getting choked with rust," and they should be connected at the very lowest point. If two horizontal pipes of different diameter are joined, the drain should be placed at the bottom of the larger pipe. Sometimes a horizontal pipe is closed at the end with a blind flange, and the drain pipe is fitted at the centre of the flange; this is useless as it leaves the pipe half full of water. Large mushroom valves placed horizontally should have a drain at the bottom of the chest.

Admitting Steam.

Before admitting steam to any pipe, the attendant should ascertain that it contains no water, either by satisfying himself that the steam trap is working, or, if there is no automatic drain, by viewing the end of the drain pipe, and if there is a vacuum within the pipe, sufficient time should be allowed for

it to attain atmospheric pressure, before concluding that it is clear of water. The attendant should not attempt to turn on steam so long as he hears the hissing sound of inrushing air. Should the attendant desire to turn on steam expressly to aid the draining, great caution must be exercised.

As steam pipes, when heated, expand about 2½ in. per 100 ft., it is important that sufficient provision should be made for expansion. Main steam pipes across boilers should be kept at an adequate distance from the boiler stop valves, and suitable bends or expansion joints should be introduced. Expansion joints shoud be provided with guard bolts and the pipes should be properly anchored. To prevent pipes being strained, they should be sufficiently supported and jointing material should not be wholly within the bolt circle, but should cover the whole area of the flange. When executing repairs, particular care should be taken to introduce temporary stays before the removal of any hangers or pipes forming a support to the system. Four fatalities have occurred, through want of this precaution, in three years.

Improper Construction.

Bad construction has been accountable for a few pipe explosions owing to the thickness of the pipes not being uniform; this defect may be detected by subjecting pipes to hydraulic tests, but drilling is more reliable. To guard against deterioration in pipes, particularly cast-iron ones, subject to much vibration, they should be hammer tested, as they are liable to become brittle.

In view of the large proportion of explosions in cast-iron pipes they are to be regarded with suspicion, especially if the pipes are of large diameter or subjected to pressures over 100 lb. per square inch, or if superheated steam is used. There are several cases in which steel pipes have been substituted for cast-iron after explosions have occurred. It is well-known that the toughness of mild steel, a quality not possessed by cast-iron, provides a safeguard against damage from water-hammer.

In view of the inherent dangers in steam pipes, too much attention cannot be given to the points already enumerated, and steam users should ensure the safety of their existing pipe arrangements, if they have not already done so, by obtaining the advice of an expert under whose guidance alterations and extensions should be carried out.

Steam separators are often used for drying the steam before admission to the engine. They should be of sufficient strength as they are subjected to the full steam pressure, and as the surface area is large they should be covered with non-conducting material to prevent undue condensation. In all cases they should be fitted with a water gauge, which, in the case of high pressures, should be provided with a protector. The bottom of the separator should be connected with an automatic steam trap.

Safety Valves.

Safety valves are very important fittings. The leading types on stationary boilers are the dead-weight and lever-and-weight safety valves, but direct spring-loaded valves are often found on high-pressure boilers. Spring-loaded valves, of one type or another, should invariably be fitted on locomotives and portable boilers.

All safety valves should be large enough to prevent any considerable increase of pressure whenever the demand for steam ceases. On large stationary boilers it is good practice to have two safety valves; one a spring-loaded valve fitted with an escape pipe, to blow off at the required pressure, and the other an open dead-weight valve, set to blow off at a slightly higher pressure, both of which may be locked as a precaution against overloading. The minimum areas of safety valves for different pressures, as prescribed by the Board of Trade for marine boilers working under natural or forced draught, should be adopted for land boilers.

As regards the design of safety valves, they should not be allowed to lift abnormally high; the guides for the valves or the feathers on the valves should not be too tight; and care should be taken that the area subjected to steam pressure is not greatly increased when the valve opens, as this prevents it closing readily. With pendulous dead-weight safety valves it is desirable that the valve be fixed to the casting which carries the weights. To prevent spring-loaded valves flying out, in case a spring breaks, safety links should be provided which must always leave the valve free to rise. This point should have special attention when fitting up safety valves that have been taken adrift.

The valve seat should not have sharp edges and should be secured to the chest, otherwise there is the possibility of it lifting with the valve and preventing the escape of steam.

Connection with Boiler.

Safety valves should be connected to the boiler by an independent branch. The bad practice of combining the stop valve and safety valve chests to form one mounting should be abandoned, for the safety valve is liable to stick if the boiler should prime and cause mud and dirt to be carried towards the valve ;there is also the danger of the safety valve being cut off from the boiler if the boiler cleaners have plugged up the stop valve inlet branch and forgotten to remove the obstruction before leaving the boiler. In some old arrangements the safety valve is placed on the steam pipe beside the stop valve on the side furthest from the boiler; this method has all the disadvantages of the combined mounting, and, in addition, the safety valve is rendered inoperative when the stop valve is closed.

Enclosed safety valves should be provided with a suitable escape pipe, which should be fitted with a small tell-tale pipe if the end is out of sight, and if the escape pipes are led into a main, this must be of ample proportions. A suitable drain should be fitted at the bottom of ascending escape pipes to prevent overloading of the valve through lodgment of water, or freezing of the valve during cold weather, or scalds from hot water when the valve lifts.

Daily Tests.

Safety valves should be tested daily by easing the valve, and for those on boilers it is desirable that screwed lifting gear, controlled from the floor level, should be provided, as serious scalding accidents and fatalities have occurred to firemen engaged in testing owing to the valve lifting with a jerk, jamming, and allowing a large volume of steam to escape. The provision of such lifting gear is compulsory on marine boilers, and should be more general on land boilers, in view of the high pressures at which they are now worked. Should the safety valves be found inoperative, and the boiler pressure in excess of that permissible, steps should be immediately taken to relieve the steam, either by means of the engine or by opening any valves, gauge taps or test cocks, etc., on the boiler, and at the same time the fire should be damped with wet ashes, the damper closed and the fire door left open, in order to reduce steam production.

Opportunity shoud be taken at each cleaning to see that the mechanism is working freely, and, in particular, that safety-valve springs are not rendered inoperative by being clogged; once a year the safety-valve should be taken adrift,

and in refitting the parts, oil should not be used as a lubricant, but the surfaces should be blackleaded. Leaky valves should have immediate attention, and upon no account should the trouble be dealt with by overloading. If boiler attendants realized the danger to which they are exposing themselves they would not, for any purpose whatever, attempt to tamper with safety valves by adding irregular weights, tying down or wedging levers, or tightening springs.

Pressure Gauges.

Pressure gauges are delicate instruments, and require careful treatment. It is advisable to use a gauge capable of registering double the working pressure, so that the finger or pointer will stand vertical or slightly to the left hand in the working position, and any deviation therefrom can be observed at a glance. It should be placed well above the highest water level to prevent the admission of solid matter or other impurities from the water into the gauge tube. It should not be connected directly to the boiler, as it may become overheated. Overheating tends to bind the mechanism, and continuous heating has a deleterious action on the elasticity of the spring, making it permanently inaccurate. To guard against this, the gauge shoud be connected with an efficient syphon in preference to a pillar syphon. A syphon retains the water of condensation, and prevents the steam coming into direct contact with the spring, and also keeps the gauge cool. A gauge is sufficiently cool if the syphon can be firmly grasped by the hand without discomfort. When a syphon becomes too hot, a piece of waste shoud be wrapped round it, and cold water poured on the waste. In connecting the gauge with the syphon, a perfectly tight joint must be made, as any escape of steam is liable to get within the gauge and interfere with its correct working. In making this connection a little lead washer should be used, or a leather washer, if the pressure is low, but indiarubber is unsuitable; the joint should not be made on the thread, nor should red or white lead be used, as these materials are liable to get into the passage and obstruct the inlet to the gauge.

To be Continued.

THE DRIFT OF THINGS.

Editor, "Industrial Canada:"

During a recent visit to Toronto, Joseph Fels, in the course of an address delivered before a number of representative men, including the press, politicians, the legal and clerical professions, manufacturers and others, proclaimed himself unmistakably to be a Socialist, while posing as the champion of the Single Tax theory.

Speaking for his *confreres*, he stated with much emphasis that "we will join the devil if he is a single taxer;" which statement was received with considerable merriment. Was Joseph Fels aware that he was advocating a condition of things which was foreseen two thousand years ago by an humble exile on the Isle of Patmos? Did Joseph Fels realize that such a condition, when fully developed, would mean the greatest disaster to human society which has ever been experienced?

Joseph Fels is not alone in his distorted notions as to what constitutes the welfare of society. King Gillette in his book "World Corporation," blinded by the glare of "dollars," is unable to see that the controlling force behind many of the "movements" of the day is that almost omniscient personage playfully referred to by Joseph Fels as the devil, whose chief business is to counterfeit and to deal out the spurious or make believe for the genuine. "Two horns like a lamb" are a sufficient disguise for many would-be reformers, who cannot see that the ultimate object of that counterfeiter is the worship of himself, and not the well-being of society.

Industrially, the union label furnishes one link in the chain of attempts to bind together the various constituents of society, which sooner or later will be branded with "the mark of the Beast" and without which "no man shall be able to buy or sell." Let him that readeth understand.

Yours truly,

GEO. B. MEADOWS.

THE HIGH PRICES CONTINUE.

The latest findings of the Department of Labor's prices record show that the past month maintained the exceptionally high point reached in February. The Department's index number was 134.2 for March, compared with 134.3 in the preceding month. A year ago the number was 126.3. A feature of the past month was the decline in egg prices; on the other hand animals, meats, vegetables and imported fruits advanced. It is pointed out that the Department's figures are based on observations of the movements of about 260 articles selected for their representative character, and that the price level now shown is the highest in at least thirty years.

UNION METHODS.

A manufacturer of a certain product found it necessary to install a very expensive piece of machinery. He made a contract with an open shop manufacturer for the machine which included erection on the premises of the buyer. The erection was done under open shop conditions as far as the seller was concerned. After the machinery had been in operation about two years the union decided that as it had been installed by non-union labor, it would have to come out and the manufacturer, who had fully paid for the machinery, was in such a position that he was obliged to accede to the outrageous demands of the union. He dismantled and sold for junk the machine in question and replaced it with one of identical capacity and quality from another shop, the latter being also an open shop. The reason given by the labor men for this action was that they wanted to bring the manufacturer of the first machine into line. This is a sample of the union's activities for greater economic fairness and equality.—*Bulletin, National Metal Trades Association.*

INDUSTRIAL ACCIDENTS IN MARCH.

Industrial accidents occuring to 272 individual workpeople in Canada during the month of March, 1912, were reported to the Department of Labor. Of these 90 were fatal and 182 resulted in serious injuries. In the preceding month, there were 74 fatal and 178 non-fatal accidents reported, a total of 239, and in March, 1911, there were 104 fatal and 218 non-fatal accidents, a total of 322. The disasters of the month involving more than one fatality were: an explosion in a coal mine at Merritt, B.C., on March 7, which caused the death of seven miners and the serious injury of two others, accidental falls of coal in the mines at Sydney, N.S., on March 11th,

and at Springhill, N.S., on the 22nd, each resulting in the death of two miners; a runaway car in a mine at Westville, N.S., on March 26th, which jumped the track and struck and killed two miners. On February 29, near Fitzhugh, Alta., a premature explosion of dynamite on the construction line of the Grand Trunk Pacific Railway killed nine employees.

RELIEF FOR CHINA.

Mr. R. S. Gourlay, Chairman, and Mr. W. D. Gwynne, Hon. Secretary, of the Canadian National Fund, China Famine Relief, appeal in the letter below for subscriptions. The following facts about the Chinese famine should be interesting to contributions:

Area of affected districts, thirty to fifty thousand square miles

Number of people who may meet death by starvation before next harvest, two to four million. In some districts the famine is the worst in forty years.

$1.00 will provide for one person for one month; $3.00 may save a life; $15.00 may save a family from starvation.

"The Editor," Industrial Canada:—

In Asia the 20th Century is China's as it is Canada's in America. China is now the scene of a transformation the most marvelous in history, and what is happening there is of importance to us since in this rapidly shrinking world Canada and China are now neighbors.

Famine at any time is grievous affliction, but added to political revolution as in China it must stir the sympathy of a people so favored as Canadians are with stable institutions, and blessed with abounding prosperity. Here then, is a unique opportunity to show practically our good will to the new Chinese nation in the time of their sorest need. Scattered contributions are already being sent in through United States channels, but it is the general feeling that our plan of relief should be carried out on a national scale.

The refunding of part of the Boxer indemnity by the United States made a deep impression on the Chinese people. By emulating the good example of the United States, Canada may prove that this part of the British Empire is not behind any nation in good will to China in this crisis.

A Central Canadian Committee has been suggested through which aid may be sent direct to the "Central China Famine Relief Committee," the international body with headquarters at Shanghai, which had made an appeal to the world for aid to the famine sufferers, and which is composed of European and Chinese men of standing. Hence the formation of the "Canadian National Fund—Chinese Famine Relief," to give information on the situation and through whom any municipality, board of trade or other body or individual may send aid as coming from Canada direct. The Treasurer is Mr. Joseph Henderson, Vice-President of the Bank of Toronto, through which bank and its branches contributions may be sent. The Committee hopes that to give the movement a more national stamp, the Dominion Government may appoint an officer through whom the subscriptions when collected may be cabled direct to China.

The Editors of Canada by helping this movement may do much to improve international relations, especially those of our own Empire in the East. Will you make known these facts and invite subscriptions?

Yours truly,

WM. D. GWYNNE, Hon. Secretary.

R. S. GOURLAY, Chairman.

Hangers and Posters That Attract



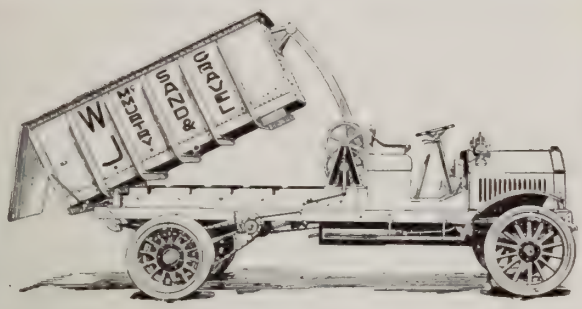
ARE unexcelled for advertising purposes. They tell the story of your goods so that they "who run may read." Because they are attractive and decorative they are hung in store and office, and every person who enters is reminded of your products. They constitute a real follow-up system. They get results because they are before the eyes of the consumer when he is in the market.

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¶ May we tell you some of the reasons why your choice should be a

Schacht

¶ We manufacture pleasure cars to meet the requirements of the most exacting purchaser. and commercial motors, adaptable to every line of business.

¶ Write for catalogue giving full information and specifications.

¶ Let us have the opportunity to prove to you why we call the Schacht

"The Car with the Good Disposition."

THE SCHACHT MOTOR CAR CO. of Canada, Ltd.

Hamilton Ontario

Manufacturers of Pleasure Cars and Commercial Motors

Toronto Show Rooms—116 Richmond St. W.

FREIGHT CHANGES

List of Freight Schedules Filed with the Board of Railway Commissioners During Month of April, 1912.

(The first column shows the old and the new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the railway number. C.L. stands for carload lots; L.C.L., less than carload lots.)

Canadian Pacific Railway.

Sup. 41 E 2124	Sup. 41 E 1720	Apr. 13-12	Commodities between C.P.R. stations.
Sup. 9 E. 2250	Sup. 9 E 1848	Apr. 10-12	Switching and interswitching at C.P. stations.
E 2319 cancels E 145 E 1744	E 1919 cancels E 162 E 2148	May 6-12	Commodities from C.P. stations to points in the U.S.
Sup. 2 E 2316	Sup. 2 E 1916	Apr. 20-12	Import freight from Montreal wharf to C.P. stations.
E 2332 cancels E 1830 E E 2144	E 1932 cancels E 1421 E 1740	May 13-12	Export class and commodity from C.P. stations and connecting lines to Montreal and Quebec.
E 2338	E 1938	May 16-12	Classes from C.P. stations east of North Bay and Sharbot Lake to stations on Philadelphia & Reading Railway.
Sup. 5 E 1297	Sup. 5 E 879	Apr. 8-12	Sugar, syrup and molasses Montreal to stations west.
Sup. 11 E 1415	Sup. 11 E 999	Apr. 15-12	Salt c.l. Windsor and Goderich to stations in Ontario.
E 2325	E 1925	May 6-12	Classes from C.P. stations to points on N.Y.C. & H.R.R.R. via Prescott.
E 1412	E 1922	May 6 12	Classes C.P. stations to points on N.Y.C. & H.R.R.R.
E 2326	E 1926	May 6-12	Classes from C.P. stations to points on N.Y.C. & H.R.R.R., N.Y.O. & Y. and W.S. R.R.
E 2314	E 1914	May 1-12	Stop off on lumber c.l. for dressing, re-sawing or sorting and reshipment.
Sup. 1 E 2316	Sup. 1 E 1916	Apr. 20-12	Import freight Montreal wharf to C.P. stations.
Sup. 1 E 2304	Sup. 1 E 1904	May 5-12	Calcined magnesite Montreal and Calume, Que., to Chicago, Ill.
Sup. 39 E 2124	Sup. 39 E 1720	Mar. 12-12 Apr. 1-12	Commodities between C.P. stations.
Sup. 19 E 1900	Sup. 19 E 1490	Apr. 3-12	Paper commodities between C.P. stations.
Sup. 40 E 2124	Sup. 40 E 1720	Apr. 5-12	Commodities between C.P. stations.
Sup. 4 E 1297	Sup. 4 E 879	Apr. 5-12	Sugar, syrup and molasses Montreal to C.P. stations.
E 2330 E 2060	E 1930 E 1657	Apr. 30-12	Import freight Quebec wharf to C.P. stations and connecting lines.
Sup. 8 E 2250	Sup. 8 E 1848	Apr. 20-12	Local switching, interswitching and absorption of switching charges at C.P. stations.

$1,000,000

Within FOUR-AND-A-HALF DAYS (8th to 12th April, 1912,) the citizens of

Saskatoon

subscribed One Million Dollars toward their Industrial League, organized to encourage the location of suitable

Manufacturing Concerns

to which end the City of Saskatoon is also prepared to grant Generous Concessions.

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Saskatoon's ELECTRIC POWER is the CHEAPEST STEAM GENERATED POWER IN WESTERN CANADA; but, by 1913, on completion of dam across South Saskatchewan River, Saskatoon's Industrial Power will be The Cheapest West of Winnipeg.

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Board of Trade, Saskatoon, Sask.

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2300 Degrees Greater Than Any Other System

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Welds as strong as original. Cuts Harveyized Steel and Armour Plates as efficiently as 1-8 in. Iron or Steel. By its use Economy in your plant is indicated.

Ask for Price of Installation Adapted to Your Particular Requirements.

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MONTREAL BRANDON VANCOUVER

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How they can make their products more attractive and more saleable.

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It is not simply a matter of close and careful purchasing.

It involves your manufacturing and finishing processes.

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No matter how far you may be removed from the actual use of the varnish **—look into the subject.** You will never be sure that your finishing problems have been satisfactorily, fairly and economically solved until you have exhausted the resources, knowledge and experience of our organization.



BERRY BROS., Limited

Largest Manufacturers of Varnishes, Shellacs, Air Drying and Baking Japans, Lacquers, Stains, Fillers and Dryers

Walkerville - Ontario

Pennsylvania Railroad.

Sup 8 G.O. 301	———	May 1-12	Commodities from P.R.R. stations to points on the G.T.R.
Sup. 2 G.O. 370	———	May 1-12	Iron and steel articles P.R.R. stations to points on G.T.R.
G.O. 419 cancels G.O. 400	———	May 1-12	Casting P.R.R. stations to Bridgeburg, Ont.

Grand Trunk Railway.

E 2525 cancels E 542	J. 7 cancels J. 1	May 15-12	Classes from G.T. stations in Quebec to stations east on C.P.R., Temiscouata and Intercolonial Railways.
E 2510	C.Y. 24	Apr. 22-12	Commodities from Montreal to competitive water points, east.
E. 2519 cancels E 2338	I. 122 cancels I. 111	May 6-12	Import freight from Montreal harbor to station in Western States.
Sup. 4 E 2499	Sup. 4 C.I. 137	May 1-12	Pig iron c.l. Hamilton and Midland to Montreal and Three Rivers, Que.
Sup. 41 E 1240	Sup. 41 E 12	May 13-12	Class and commodity to Montreal for export.
E 2254 cancels E. 2272	C.U. 67 cancels C.U. 60	May 13-12	Commodities G.T. stations to points in the U.S.
E 2502	I. 120	Apr. 20-12	Import merchandise Montreal harbor to points on G.T.R. and connecting lines.

Grand Trunk Railway.

Sup. 54 E 2352	Sup. 54 C.Y. 20	Apr. 6-12	Bleaching powder and caustic soda c.l. Windsor, Ont., to points east.
Sup. 1 E 2502	Sup. 1 I. 120	Apr. 20-12	Import freight Montreal harbor to points on G.T.R.
Sup. 10 E 1907	Sup. 10 B. 14	May 1-12	Classes between Buffalo, Black Rock and Suspension Bridge, N.Y., and points in Canada.

Lehigh Valley Railroad.

Sup. 3 1014	——— ———	May 1-12	Commodities L.V.R.R. stations to points in Canada.

CHIEF OFFICE FOR CANADA, TORONTO

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J-M ASBESTOS ROOFING

Composed of *solid asbestos rock* fibres and Trinidad Lake Asphalt, this ready roofing is literally a pliable sheet of stone.

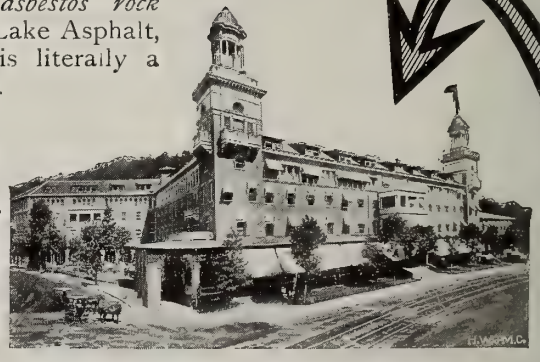
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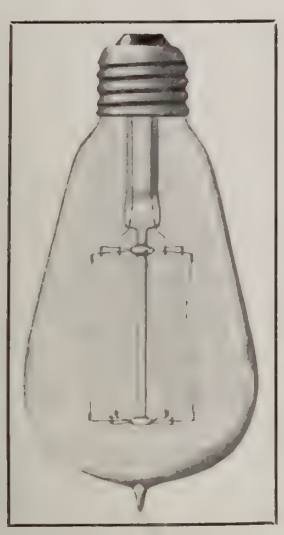
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It is Pure Drawn Wire Tungsten. It gives GREATER STRENGTH and LONGER LIFE, combined with the High Efficiency and Uniformity for which ***Sunbeam Lamps*** are noted.

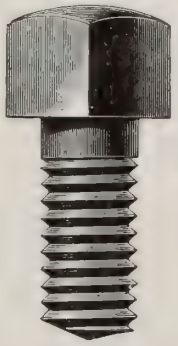
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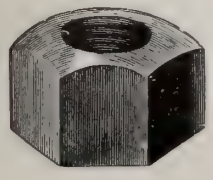
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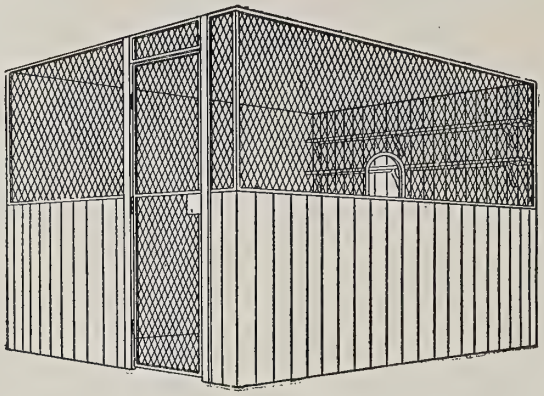
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No method outside of ours can be sure of gaining absolute accuracy in threads because "We Can Thread Twice by Our Process." This gives you what you want and ought to have Quality of Material. It is impossible to put into screws and nuts better material than we use. This material is specially made for the purpose for which we use it so that each screw and nut you buy of "Morrow" make is certain to be of good material. Remember, the boat may sink, the machine go to pieces, accident and death may happen if you use bad material; one bad screw or one bad nut may be the whole cause. If you buy from "Morrows" you are safe—no worry—no assembly troubles. If you buy from reputable jobbers they will not offer you inferior substitutes, but will give you Morrow make.



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2236 cancels 1930	A-22062 cancels A-19827	Apr. 26-12	Automobiles Syracuse to Ottawa, Ont.

Baltimore & Ohio Southwestern Railroad.

Sup. 7 213	Sup. 7 H-413	Apr. 26-12	Class and commodity B. & O. S.W. stations to points in Canada.

Lake Shore and Michigan Southern Ry.

Sup. 4 225	———	May 1-12	Billets pig iron, etc., L.S. & M.S. stations to points in Canada.

Buffalo, Rochester and Pittsburg Railway.

549 cancels 529	3824 cancels 3762	Apr. 27-12	Pig iron c.l. B.R. & P. stations to points in Canada.

Baltimore & Ohio Railroad.

Sup 15 693	———	Apr. 23-12	Iron and steel from B. & O. stations to points in Ontario.

NEW PATENTS.

The following is a list of patents granted on April 2nd, 1912, to Canadians by the Canadian Patent Office, and furnished by Fetherstonhaugh & Co., 5 Elgin Street, and Castle Building, 53 Queen Street, Ottawa, Canada:

139,444, F. D. Vickers, Renfrew, Ont.—Cream separator bowls. The Renfrew Machinery Co., Ltd.

139,452, Wm. R. Hamilton, Montreal, Que.—Valve protecting devices. Dominion Guarantee Co., Ltd.

139,457, P. Lord, Montreal, Que.—Valves. P. Lord, Jos. Antoine, H. Hebert, G. Itzweire and L. A. Delorme.

139,471, Wm. H. Picton and F. W. Pink, Toronto, Ont.—Fireproof partition blocks.

139,474, O. B. Giles, Toronto, Ont.—Car couplers.

139,476, H. G. Allen, Vancouver, B.C.—Oxygen acetylene torches.

139,480, E. Axelson, Sault Ste. Marie, Ont.—Drain valves.

139,481, Jos. A. Azar, Vancouver, B.C.—Leather cutting die process.

139,487, E. Bowman, Elmwood, Ont.—Telephone systems.

139,488, Jno. J. Bradley, London, Ont.—Staple lock-folding boxes.

139,490, R. H. Brown, Sedgewick, Alta.—Grocery cabinets.

139,493, Jno. P. Bryne, Bells' Corners, Ont.—Sulky attachments for walking plows or the like.

139,495, Jno. H. Carroll, Montreal, Que.—Neckties.

139,496, Jas. C. Carruthers, Prescott, Ont.—Safety collars for emery wheels.

139,509, Jas. C. Daoust, Toronto, Ont.—Clothes line reels.

139,513, Wm. A. Evans, Sudbury, Ont.—Cottage construction.

139,519, M. Gibson, Davisville, Ont.—Automatic fire alarms.

139,523, Wm. H. Ginder, Hamilton, Ont.—Lamps.

139,532, Wm. Kempthorne, Toronto, Ont.—Trusses.

139,534, B. Legault, Montreal, Que.—Gear cutting devices.

139,540, Jas. McCluskey, North Bay, Ont.—Relief valves for locomotives.

139,543, O. B. Meunier, Maisonneuve, Que.—Tiroires et receptacles.

139,554, A. C. Ross, Winnipeg, Man.—Shirt containers.

139,560, E. Seibert, Didsbury, Alta.—Transmission mechanisms.

139,567, Jno. Thos. Tebbutt, Three Rivers, Que.—Sole finishers.

139,573, Chas. Warwick, Vancouver, B.C.—Circular knives for single cutting.

THE CANADIAN BANK OF COMMERCE

SIR EDMUND WALKER, C.V.O., LL.D., D.C.L., President

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The New Skylight

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attached like an ordinary sheet of corrugated iron —no soldering nor flashing. Moveable or stationary sash, plain or wired glass. Made for corrugated iron or any other form of roofing.

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The Metallic Roofing Co., Ltd.

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C83

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Through bills of lading issued to all points in Australia, New Zealand, Tasmania and other islands of Oceania.

Marine Insurance effected at rates equal to those given from New York.

First class passenger accommodation.

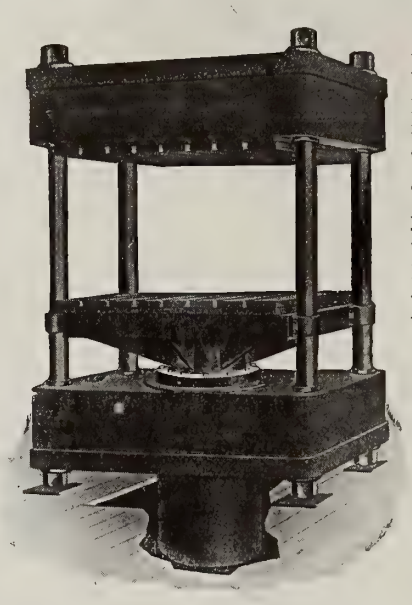
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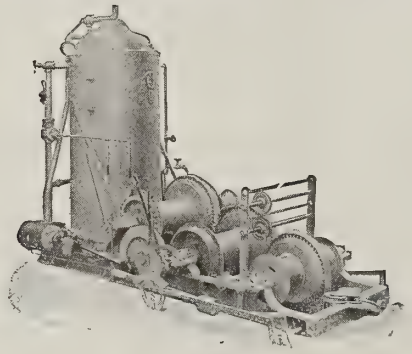
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H. E. Plant, Montreal, Que., H. W. Petrie, Limited, Toronto, Ont.
Dominion Equipment & Supply Co., Winnipeg, Man.
R. Hamilton & Co., Vancouver, B.C.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.

276. **Barrel Machinery.**—An Australia lumber company ask for Canadian manufacturers of machinery for making barrels.

277. **Baume du Canada.**—A French firm ask for Canadian manufacturers of baume du Canada.

278. **Beans.**—A London firm ask for Canadian producers of beans.

279. **Corundum.**—A firm in Frankfort-on-Main reports a large market in Germany for Canadian corundum.

280. **Corundum.**—A German firm ask for corundum.

281. **Dried Codfish.**—A firm in Genoa wants to hear of Canadian producers of dried codfish.

282. **Greases.**—A firm in Genoa wants to hear of Canadian producers of greases.

283. **Hay.**—A London firm ask for Canadian producers of hay.

284. **Hides and Skins.**—A London firm ask for Canadian producers of hides and skins.

285. **Hog Grease.**—An English firm ask for Canadian manufacturers of hog grease.

286. **Hoofs and Horns.**—A Scotch firm want to buy a quantity of hoofs and horns.

287. **Lard.**—A London firm ask for Canadian producers of lard.

288. **Maize.**—A London firm ask for Canadian producers of maize.

289. **Packing-house Products.**—A firm in Genoa wants to hear of Canadian producers of packing-house products.

290. **Peas.**—A London firm ask for Canadian producers of peas.

291. **Provisions.**—A firm in Genoa want to hear of Canadian producers of provisions.

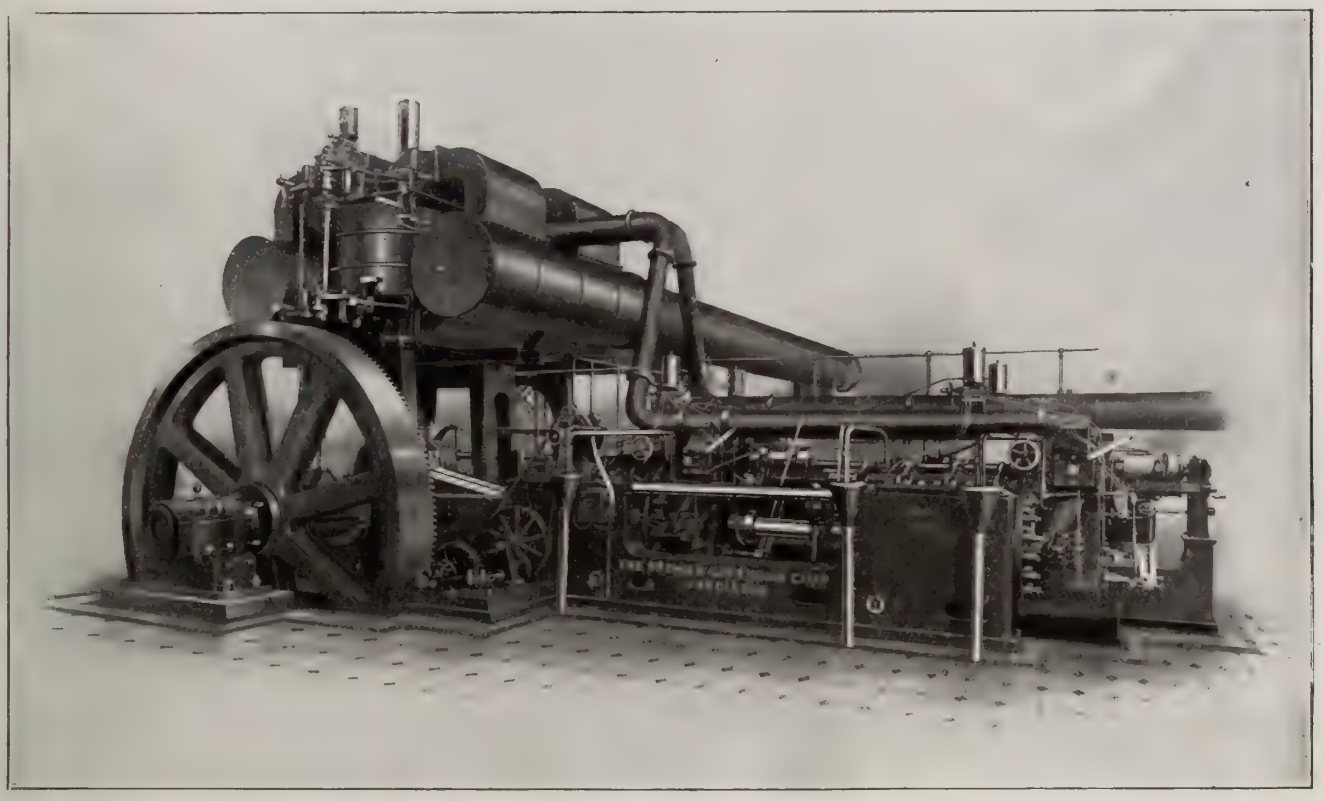
292. **Rolled Oats.**—A well-known Amsterdam firm of importers wish to get in touch with Canadian exporters of rolled oats.

293. **Rope.**—A firm in South America desire to be placed in communication with Canadian manufacturers of rope and cordage.

294. **Rubber.**—A Scotch firm of rubber tire manufacturers enquire for the names of Canadian manufacturers of rubber.

295. **Soapfats.**—A firm in Genoa want to hear of Canadian producers of soapfats.

SIMPLICITY -- RELIABILITY -- ECONOMY



CANADA GAS PRODUCERS

AND PREMIER GAS ENGINES

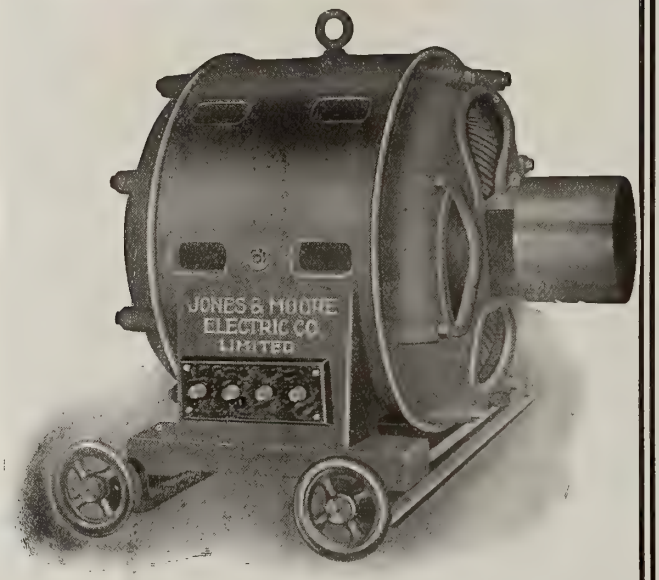
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296. **Tallow.**—A firm in Genoa want to hear of Canadian producers of tallow.

297. **Tallow.**—A London firm ask for Canadian producers of tallow.

298. **Tanning Material.**—A London firm ask for Canadian producers of tanning material.

299. **Theatre Seats.**—A Melbourne firm ask for Canadian manufacturers of theatre seats.

300. **Tobacco.**—A gentleman who is in touch with the Government Department desires to receive samples and quotations on high class Canadian tobacco.

301. **Wall Paper.**—A South American firm wished to be placed in communication with Canadian manufacturers of wall paper.

302. **White Oak Staves.**—A firm in New South Wales has a market for white oak staves.

AGENCIES.

1. A Newfoundland commission agent enquires for exporters Canadian cheese.

2. A Newfoundland firm is open to represent a Canadian manufacturer of high-class chocolate creams.

3. A London man stated to be in touch with the leading fish buyers in Spain, the West Indies and South America, seeks to get into communication with British Columbia canners open to do business in those markets.

4. A Cuban broker would like to represent Canadian manufacturers of automobiles.

5. An English traveller wishes to act as agent for some Canadian firms.

6. An English traveller wishes to act as agent for some first-class Canadian flour mills.

7. A young traveller who says he has a good connection in Montreal wishes to act as agent for manufacturers of sheet metal building material, canned goods, caskets, furniture, lumber, cigars, condensed milk, refrigerators, roofing and whiskey.

Moose Jaw City Council has passed a resolution to assist the Moose Jaw Pressed Brick Company to the extent of fifteen thousand dollars, with security for thirty-five thousand dollars.

THE STRIKE SITUATION.

There were three more strikes in existence, according to the Department of Labor's monthly record, in Canada during March than in February, and three more than in March, 1911. About 14 firms and 2,000 employees were involved. The loss in working days was estimated at 44,800 compared with 10,080 in February, and 33,600 in March, 1911. The only strike involving more than 200 employees was one of Tailors at Toronto.



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Made in 20 foot lengths. The end of each line of hinged Sash laps over a stationary panel, making the whole line weatherproof and watertight at every point in any position. The Pond Operating Device with spiral and counter-weight makes operation easy. Send for our Catalogue or send for us. Let us demonstrate to you that Pond Operating Device will easily operate 600 lineal feet of Sash.

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C. H. Webster, Calgary.
Canadian Agency & Supply Co., Ltd., Ottawa.
Walker & Barnes, Edmonton.
Evans, Coleman & Evans, Vancouver and Victoria.





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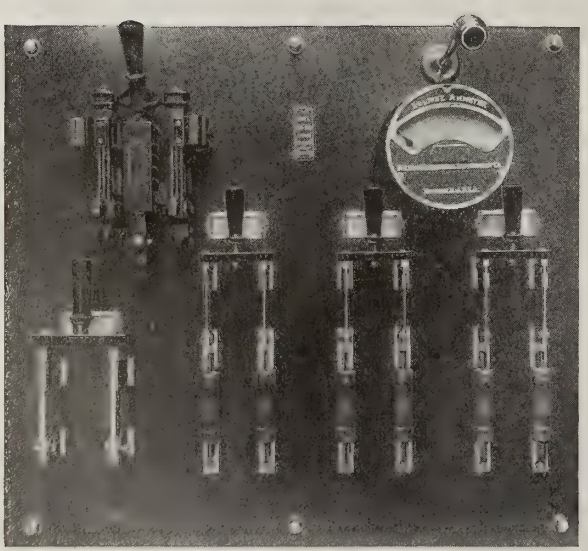
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Send for one of our catalogues and tell us your troubles. We do the rest.

CANADIAN HART WHEELS, LIMITED
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Hamilton, : : Ontario

A "HILL" Switchboard



Reduces Fire Hazard and Increases Personal Safety of Operatives. No Other Just as Good.
Send Inquiries Direct to

THE HILL ELECTRIC SWITCH & MFG. CO.
LIMITED
66 McGill Street ∴ ∴ MONTREAL

AMONG THE INDUSTRIES

The Blythe Flax Mill Co. will build a mill at Blythe, Ont.

Dr. Blow is erecting an office building costing $100,000 in Calgary.

The Battle Creek Breakfast Food Co. will erect a factory in London, Ont.

W. Clark, Newcastle, Ont., will build an evaporator in Thamesford, Ont.

The St. Mary's Machine Co., of Ohio, will establish a plant costing $100,000 in Chatham, Ont.

The Laurentia Milk Co., Toronto, contemplate building a dairy plant in Saskatoon.

D. S. Perrin & Co. are planning to erect a biscuit factory, costing $250,000, in London, Ont.

Wm. Preston will establish a factory in Galt, Ont., to manufacture lathes, planers and tools.

The Union Furnace Co. will establish a smelter plant, costing $1,000,000, in Port Colborne, Ont.

Hon. J. A. Lougheed is planning to remodel the corner of 21st Street and 8th Avenue, Calgary, Cost, $400,000.

J. C. McGreevy Syndicate plan to erect an arcade for departmental stores, costing $3,000,000, in Montreal.

The Alliance Investment Co., 1st Street West, Calgary, are planning to erect a six-story warehouse.

The Canada Sugar Refining Company, Limited, will erect a $60,000 factory on Montmorency St., near the Lachine Canal, Montreal.

McColl Bros. & Company, of Toronto, will build a $14,000 factory and warehouse on Notre Dame St., near Frontenac, Montreal.

The American Locomotive Company, of New York, are considering the erection of a construction plant costing $200,000 in Hamilton, Ont.

C. J. Furber Co. will establish a factory in Guelph, Ont., to manufacture metal weather stripping screens and ventilating appliances.

The Dominion Mahogany & Veneer Co., Limited, a new firm capitalized at $500,000, are preparing plans for the building of a plant at Lachine, Que.

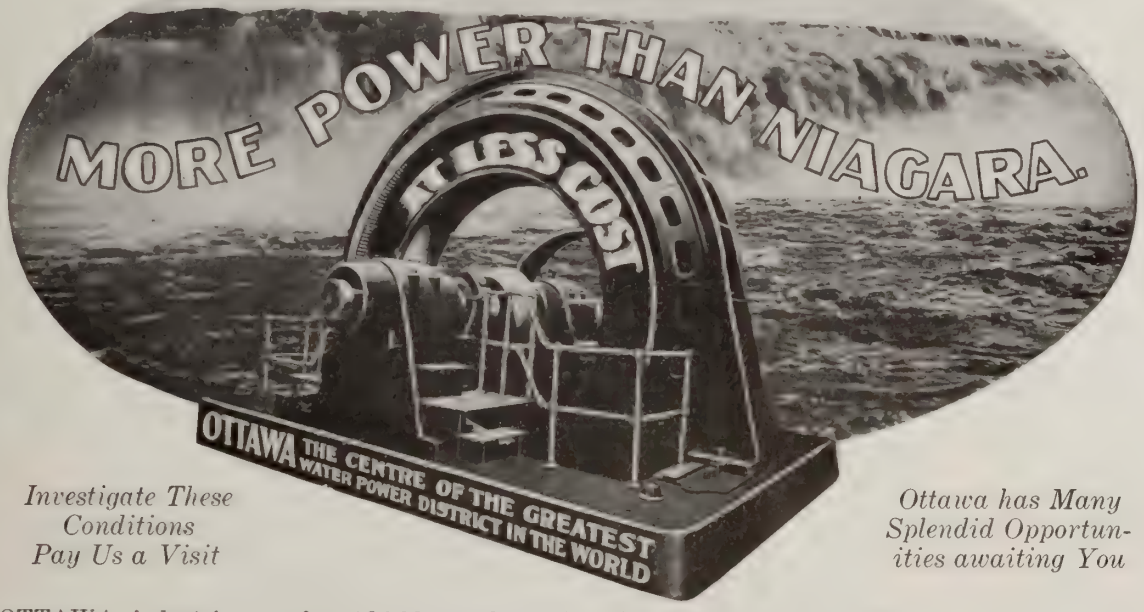
The Dominion Linseed Oil Company, Limited, have taken out a permit for the erection of a three-storey mill on Mill St., Montreal, adjacent to their present plant.

Mayor Anderson is trying to bring a big Canadian branch of an Ohio firm to Chatham, Ont., and the ratepayers will be asked to vote on the by-law shortly. A $75,000 plant will be equipped if it carries.



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We solicit your inquiries and will be glad to serve you. Our experience and knowledge of the metal will be of value to you.

Write Us

NORTHERN ALUMINUM CO., LIMITED

The Standard Life Building, Montreal, is being remodelled.

The Kerr Engine Co. will erect a foundry in Walkerville, Ont.

The Copp Stove Works are enlarging their plant at Fort William.

The Hunt Milling Company are remodelling their plant at London, Ont.

The MacIntyre Mining Co., Porcupine, Ont., are enlarging their stamp mill.

The Appleton Wire Co., of Wisconsin, U.S.A., are building a new factory in Ottawa.

The Sterling Bank is erecting an office building in St. Catharines, Ont.

An office building costing $150,000 is being erected for A. Helgeral in Saskatoon, Sask.

The Fisher Body Co., Detroit, intend to establish a factory in Walkerville, Ont.

The Welland Machinery & Foundry Co. intend to enlarge their plant at Welland, Ont.

The National Body Co. will establish a factory, costing $35,000, in Windsor, Ont.

Co-operative Companies, Ltd., plan to erect a $25,000 warehouse at Berwick, N.S.

The Revelstoke Lumber Company are building a lumber shed in Calgary, Alta.

The Wentworth Orchard Company are building an evaporating plant in Dundas, Ont.

The Winnipeg Bible Society are building a $60,000 office building in Calgary, Alta.

The Canadian Bank of Commerce intend to remodel a building in Windsor, Ont., for a branch bank.

The city of Saskatoon, Sask., is considering the erection of an abattoir costing $100,000.

The Columbus Rubber Co., Montreal, has absorbed the Corona Rubber Co. and will buld a larger factory.

The Dunford Elk Shoe Co., Stratford, Ont., have purchased the Standard Clothing Co., and will enlarge the plant.

The Saddlery and Steel Goods Co. are considering the erection of a new factory in Walkerton, Ont.

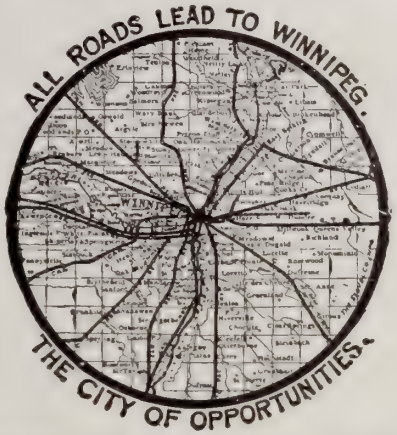
T. Dexter & Son are considering enlarging their flour mill in London, Ont., at an expenditure of $40,000.

James Playfair, Midland, is considering the erection of a concrete and steel elevator in Owen Sound. Cost, $100,000.

The A. B. Ormsby Co. are contemplating the erection of a corrugated iron storage shed in the rear of their building on Notre Dame Street, Winnipeg.

TO THE MANUFACTURER

Western Canada is a big field, filled with a prosperous people. The remarkable development taking place is creating an unprecedented demand for home industries. WINNIPEG, the natural supply centre, wants these manufacturers, and offers greater combined advantages in cheap power, light, sites, low taxation, labour conditions, railway facilities, banking, &c., than any other city in Canada.



THE STORY OF WINNIPEG IN FIGURES

POPULATION OF WINNIPEG

1902	48,411
1904	67,262
1906	101,057
1908	128,000
1910	151,450
1911	172,000

TOTAL ASSESSMENT
Winnipeg Realty Values.

1900	$25,077,400
1902	28,615,810
1905	62,727,680
1906	80,511,727
1909	131,402,800
1911	172,677,250

1911 Tax Rate. 13¼ mills.

BUSINESS GROWTH
Winnipeg Bank Clearings.

1902	$188,370,033
1904	294,601,437
1906	504,585,914
1908	614,111,801
1910	953,415,281
1911	1,172,762,142

BUILDING GROWTH
Winnipeg Building Permits.

1903-4-5	$26,264,500
1906-7-8	24,444,300
1909	9,226,325
1910	15,116,450
1911	17,550,000

INDUSTRIAL GROWTH
Increase in Winnipeg Factory Output.

1900	$8,606,248
1905	18,983,248
1910	36,000,000

260 Factories.
15,000 hands employed.
$40,000,000 invested.

PROGRESS IN SCHOOLS

	No. of Teachers.	Attendance.
1871	1	35
1886	49	2,831
1900	119	7,500
1905	192	11,675
1910	340	17,738
1911	375	21,210

Special Reports prepared and mailed free of charge on the manufacturing possibilities of any line of industry, by addressing

CHAS. F. ROLAND, Commissioner, Winnipeg Industrial Bureau, WINNIPEG

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LIMITED
HIGH-GRADE PAPER MAKERS
General Offices: MONTREAL, P.Q.
Mills at ST. JEROME, P.Q.

Mayor Whitney will erect a business block in Bassano, Alta.

Tenders will be called for Bank of Toronto offices in Galt, Ont.

Chas. Smith intends to erect a business block in Saskatoon, Sask.

Messrs. R. Storey and J. Mart will erect a vest factory in Dundas, Ont.

W. B. Proctor & Co. are erecting a business block in Weyburn, Sask.

Revillon Bros. will erect a warehouse, costing $300,000, in Edmonton, Alta.

The Jacobs Asbestos Company will build a new mill at Thetford Mines.

The Hamilton Dairy Company are building a dairy, costing $7,000, in Hamilton, Ont.

The Bank of Toronto is building a branch at the corner of Maine and Water Streets.

The Dominion Government will erect a new examining warehouse, costing $600,000, in Toronto.

The J. M. Lowes Co., Ltd., are building a warehouse at 90 Sherbourne Street, Toronto.

C. R. Cuthbertson will erect offices costing $15,000 at 282 Yonge Street, Toronto.

Marion Bros. are contemplating the erection of an hotel to cost $40,000 in Prince Albert, Sask.

A site has been secured for warehouse for Regina Trading Company, in Regina, Sask.

E. Clendennan, Niagara Falls, Ont., is contemplating the erection of a planing mill there.

The Clary Manufacturing Company are building a $10,000 addition to their plant in London, Ont.

Might Directories, Ltd., are making an addition to their office building, 74 Church Street, Toronto.

Mr. J. W. Chuttick has applied for a permit to erect a store and apartments, costing $12,000, in Calgary, Alta.

The Smith Manufacturing Company will erect a factory costing $25,000 at the corner of Front and Princess Streets, Toronto.

Parr, McKenzie & Day, 570 Granville Street, Vancouver, B.C., are preparing plans for a nine-story steel, frame, brick and terra cotta office building, to be erected in the Zoo block on Granville Street.

The Hudson Bay Company will start work shortly on the construction of an eight-story departmental store in Calgary, Alta. Fireproof construction, concrete foundation, steam heating, electric boilers, engines, dynamos, switchboard, storage batteries, vacuum cleaners, pneumatic tubes, sprinklers.



General view of The Canadian Steel Foundries, Limited, Longue Pointe Plant, near Montreal, now nearing completion under the supervision of

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Industrial Engineers and Architects

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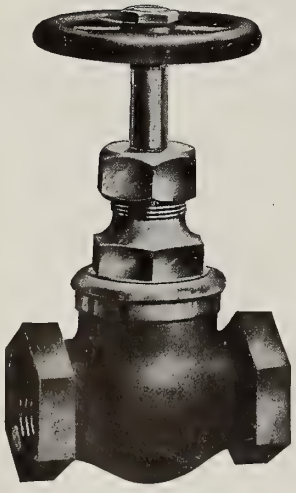
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Enamelware Manufacturing
Sheet Metal Stamped Ware Manufacturing
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Cotton Mills
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The Kerr Engine Company, Ltd.
Walkerville, Ontario

J. H. Fielding & Son plan to rebuild store and office on Berford Street, Wiarton, Ont.

H. Geaser, 515 McIntyre Block, Winnipeg, is planning to erect an office block at Weyburn, Sask.

Tenders are called for printing offices for Farmers' Advocate Publishing Co., Ltd., of Winnipeg, Man.

The Moose Jaw Dairy Company are planning to erect a new dairy plant this year in Moose Jaw, Sask.

Work will start after May 1st on a new eight-story office building, St. James Street, Montreal.

The new general office building of the Dominion Iron and Steel Company, at Sydney, N.S., is now completed.

The Union Jack Canning Co. have applied for a permit to erect an addition to their canning factory at Niagara-on-the-Lake.

The Merchants Bank of Canada, Montreal, are planning the remodelling of premises at 672 Centre Street, for banking purposes.

Plans are being prepared for stores and offices, on 2nd Avenue, for G. F. Watson, jeweller, Winnipeg, Man., in Bassano, Alta.

The Canadian Town and City Property Company, Winnipeg, Man., plan to erect a two-story business block in Weyburn, Sask.

The Bank of Montreal are planning to build shortly a branch on the corner of Notre Dame Street and Second Avenue, Maisonneuve, Que.

Work will start in April on stores and offices to cost $6,500, Ward and Victoria Streets, Nelson, B.C., for J. E. Annabelle, Nelson.

The council of Walkerville, Ont., will submit a by-law to the ratepayers shortly in regard to loaning the Canada Saddlers Hardware & Steel Goods Co. a free site and tax exemption on condition that a new factory be built.

P. Papliger & Steinberg, 697 St. Urbain Street, Montreal, are having plans prepared by Architect Robert Findlay, 10 Phillips Pl., Montreal, for a store to cost $15,000, on the north-east corner of Prince Arthur and St. Dominique Streets, Montreal.

The Otterville Manufacturning Co. have just completed a brick addition to their factory at Otterville, Ont., also adding new power, which will double the size of their factory and output.

Construction of a smelter with a treatment capacity of 2,000 tons daily at Granby Bay, Portland Canal district, for the Granby Consolidated Mining & Smelting Company, involving an expenditure of $1,000,000, will be started this month.

Plans and specifications are being prepared by T. Pringle & Son, Limited, Industrial Engineers, Continental Life Building, Toronto, for extensive additions to the South Works of the Goldie & McCulloch Co., Ltd., at Galt.

INDUSTRIAL CANADA

ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

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INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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COMMENT OF THE MONTH.

The Dominion Railway Commission.

"UNITED it stands; divided it falls." This may be taken as a safe prophecy regarding the future of the Dominion Railway Commission. Suggestions that one Commission act for the West and another for the East lead to only one logical conclusion—provincial commissions. The peculiar excellence of the Commission has been its swift and centralized efficiency. It has been the national steam hammer pounding out justice. Can ten tinkling provincial tack hammers take its place? The Commission has been the popular court of the people, utilized gratefully by both rich and poor. During the year ending March 31st, 1911, it received 4,922 applications under the various sections of the Railway Act. Since February 1st, 1904, only 22 appeals from its decisions have been carried to the Supreme Court, and, of these, only 5 were allowed. During the same period only 4 appeals were made to the Governor-in-Council, one of which was successful. It is pointed out that the Commission is overloaded with work. The Inter-State Commerce Commission of the United States sends out investigators who prevent many cases from coming to trial. A similar system might reduce the labors of the Dominion Railway Commission.

Are these following necessary constituents of the Commission: A second Mabee, centralization, and a corps of special investigators?

The Failure of the Railways.

THE history of modern transportation presents few such spectacular failures as the attempts of the railways of Canada to carry the national traffic during the past year. The farmers of the West, as they contemplate wastes of frozen wheat, realize this fact. The manufacturers of the East, as they supplicate for cars and deliveries of freight, realize it. The consumers of West and East realize and suffer. What is the reason? There is a simple reason. The greatness of the country has come upon the railways suddenly and has found them unprepared. "Show us your facilities for handling traffic," is the order that has been issued to them by the Dominion Railway Board. How will the railways answer? Will it be discovered that too many over-worked locomotives have been in the hospital when they should have been on the road? Have the companies enough cars, enough rails, enough men, enough of anything? The exact degree of unpreparedness will soon be ascertained. The following is the information which must be supplied to the Dominion Railway Board by the railways before July 5th:

1. Number and capacity of freight cars of the various classes actually available for use.

2. Number and capacity of freight cars of the various classes now out of commission, and length of time same have been out of service.

3. Number and capacity of freight cars of various classes on order and under construction, showing date of expected delivery and place of construction.

4. Number of locomotives (passenger, freight, and switching) available for active use.

5. Number of locomotives (passenger, freight, and switching) now out of commission and length of time same have been out of service.

6. Number of locomotives on order and under construction, showing date of expected delivery and place of construction.

7. What new shops (car and locomotive shops and local houses) or enlargements or improvements to existing shops are intended.

8. The new works, enlargements or improvements that are intended upon existing lines of increasing trackage facilities at stations and terminals.

Better Homes for Workmen.

MANUFACTURERS will be interested in the progress made by several important cities of Canada during May towards the practical solution of the housing problem. The City Council of Toronto authorized the sale of a piece of land owned by the corporation to the Toronto Co-partnership Garden Suburbs, Limited, for the sum of $44,-447.50. About one hundred houses will be erected on this property at a minimum cost of $2,200 each. These houses will be well constructed on sanitary lines and will make good homes for the workmen who become partners in the enterprise. The Duke of Connaught is patron of the organization, and the Lieutenant-Governor of Ontario is Honorary President. Its affairs will be managed by a board of directors selected from prominent citizens. In Hamilton, a committee appointed to investigate the problem reported in favor of the erection of workmen's houses on the co-operative plan. The citizens of Hamilton are supporting the movement to secure cheap, comfortable and sanitary houses for the working classes. The Board of Trade at Amherst, N.S., decided to search for a method to house the workmen who are coming to the city from Great Britain. The newspapers of St. John, N.B., are pointing out that the present boom in that city will make the housing problem acute, and are advising that street car lines be connected with suburbs specially reserved for workmen's homes. High rents and inflated land values are taking too heavy toll from Canada's workers. Manufacturers must help to defend their employees from the avarice of the speculator. Each industrial city must study its own conditions and apply a specific remedy. Act while the city is small.

The Guide's Secret.

IT is a favorite pastime of the *Grain Growers' Guide,* "the only paper in Canada owned and published by the organized farmers," to represent the Canadian Manufacturers Association as the Sphinx of High Protection, tip-toeing about in the political twilight with its finger on its lips. But, to misquote Bret Harte, it would seem that in ways that are dark and tricks that are vain the *Grain Growers' Guide* is peculiar. The editor of the *Guide* recently wrote to Mr. G. M. Murray, Secretary of the Association, asking for a copy of the membership list in order that a book, "Protection or Free Trade," written by Henry George, might be donated to each member. Mr. Murray promptly sent the list to the *Guide's* editor, which was equivalent to placing in his hands the mailing list of INDUSTRIAL CANADA. Mr. Murray then asked the editor of the *Guide* to send in return the lists of members of the Manitoba Graingrowers' Association, Saskatchewan Graingrowers' Association and United Farmers of Alberta's Association, or, if these were not available, the mailing list of the *Grain Growers' Guide,* which is owned and published by these Associations as their official organ. Had the editor of the *Guide* complied with this request, he would simply have brought about an exchange of mailing lists. The editor of the *Guide,* however, refused to furnish the *Guide's* mailing list. Apparently there is more secrecy connected with the *Guide* and its owners than with INDUSTRIAL CANADA and its owners.

Russian Trade.

THEO. KRYSHTOFOVICH, Agricultural Commissioner of the Russian Government, recommends that Canada send representatives immediately to Russia to study the Russian market and to improve trade relations between the two countries. He claims that now is the psychological moment. Manufacturers of agricultural implements have probably the best opportunity, as Russia invests annually $46,350,000 in agricultural machinery. Of this, $20,600,000 worth is imported, about $6,849,500 worth coming from the United States. Canadian exports of agricultural machinery to Russia in 1911 amounted to $1,060,496.

A Floating Exposition.

A FLOATING exposition of over 1,000 individual exhibits is being organized under the auspices of the American Manufacturers' Export Association by the United States Marine Exposition Company, New York. A steamer, named *The Exposition,* will leave New York on October 1st, 1912, and will visit Cuba, Jamaica, Dutch Guiana, Mexico, Honduras, Venezuela, Porto Rico, Haiti, Trinidad, French Guiana, Santo Domingo, British Honduras, Panama, Brazil, British Guiana, Argentina, Uruguay, Chile, Peru, Ecuador, Nicaragua, Costa Rica, Salvador, Colombia, Guatemala and Straits of Magellan. Probably two weeks will be spent at Buenos Aires, after which *The Exposition* will round the Horn and proceed northward along the west coast of South America to San Francisco. Show case rates will range from $500 to $1,200, according to the amount of space required. President Taft has ordered the co-operation of all the consuls in South and Central American Ports. The total expense of the project is estimated at about $450,000. The Amer-

ican Manufacturers' Export Association are apparently intending to follow the example of the Canadian Home Market Association, but with this difference: the latter are sending a "Made in Canada" exhibit through their own country by rail; the latter are sending a "Made in the United States" exhibit to visit other countries by water. Perhaps, when Canadian manufacturers are less busy supplying their home market, they will also send a travelling island to foreign lands in search of trade.

Canada's Fire Waste.

ATTENTION is drawn to an address delivered at Chicago by the Manager of the Insurance Department, that appears elsewhere in this issue. Reference is made therein to the record of the first four months of 1912, and the following figures for the corresponding months of the four preceding years provides material for thought:

Year.	Number of Losses over $10,000 each.	Aggregate.
1908	89	$5,545,300
1909	79	436,906
1910	63	3,605,250
1911	62	4,430,750
1912	96	8,109,900

Japanese Competition.

JAPANESE competition is troubling the United States in a number of industries, according to the *American Economist*. It states that a Japanese manufacturer has offered to sell in the United States, duty paid, artificial flies for fishing at 45 cents a gross. A manufacturer states that he cannot produce similar flies for less than $3 a gross. The difference in prices can easily be explained. In Japan artificial fly makers are paid 15 cents per day; in the United States they get $1.50 per day. This is a striking example of the danger of Oriental labor to American civilization.

"An Adjunct."

THE amount of Canadian products we would take would produce a current of business between Western Canada and the United States that would make Canada an adjunct of the United States. It would transfer all their important business to Chicago and New York, with their bank credits and everything else, and it would increase greatly the demand of Canada for our manufactures.—*Extract from the campaign speech of President Taft against Mr. Roosevelt at Boston.*

This, then, was the Taft conception of Reciprocity. This inspired the visits of "tariff experts" to Ottawa; sent Dr. Macdonald, editor of the Toronto *Globe*, flying from Washington to Ottawa as Cupid's messenger, bearing the *billet-doux* of Taft; decoyed the Governor-General to a political dinner at Albany; and established a bureau of the New York *Herald* at Ottawa, whence it was withdrawn after the elections with all the tragic abandon of the Roman legions leaving ancient Britain. Canada was to be the "adjunct," the patient camel's hump on the back of Uncle Sam's prosperity. Our cities were to be depopulated and their industries transferred across the border. Our country, apparently, was to be devoted to the production of raw material; our population was to consist of rugged servitors, whose uncouth labor prepared food for the Yankee business intellect. Taft's Reciprocity was what the Chinamen call "a shovel gift," which is best described by the following process: One man presents another with a peanut on a silver tray (small end of the shovel). First man returns and takes away clothing, purse, house, lands and wife of second man (large end of shovel).

The Trade of the Nations.

THE foreign trade of the principal countries of the world is presented in Part. VII., Trade and Commerce Report, which has just been issued, as follows:

Country.	Imports.	Exports.	Year ending.
Great Britain ..	$3,300,850,850	$2,094,539,224	Dec. 31, '10
Germany	2,126,315,800	1,778,978,600	Dec. 31, '10
United States ..	1,444,411,581	1,916,814,022	June 30, '11
France	1,384,446,900	1,203,123,400	Dec. 31, '10
Netherlands ...	1,299,940,968	1,053,575,268	Dec. 31, '10
Canada	451,745,108	274,316,553	Mar. 31, '11

The trade of Canada with these countries for the same time was as follows:

Country.	Imports from.	Exports to.
Great Britain	$109,934,665	$132,156,924
Germany	10,047,340	2,028,649
United States	274,844,858	104,115,823
France	11,563,677	2,535,304
Netherlands	1,820,578	1,008,049

To Shippers.

THE attention of members of the Association is directed to a circular, appearing elsewhere in this number, which was issued on May 3rd by the Canadian Pacific Railway in regard to insurance on lake and rail shipments. With the exception of clause 4 this is a reissue of former instructions. This clause is intended for the protection of shippers against delay and loss. Shipments have frequently been tendered without any routing instructions. In order to guard against this it is proposed to hold them until they are received.

The Hudson Bay Railway.

WHAT effect will the *Titanic* disaster have on the Hudson Bay Railway, now under construction by the Dominion Government, from The Pas to either Port Nelson or Fort Churchill on Hudson Bay? If a stray iceberg can sink "the unsinkable," some hundreds of miles

south of Newfoundland, what will fields of ice do to the freighters which seek to pass between the iron coast of Labrador and the frigid cliffs of Greenland? Professor H. T. Barnes, of the McGill University, claims to have invented an instrument, the microthermometer, which will detect the presence of an iceberg at a distance of two miles on the windward side of a vessel, and at seven miles on the leeward side. It is probable that many microthermometers will be purchased for vessels plying on the Hudson Bay route.

Judge Mabee.

THE death of Judge Mabee, Chairman of the Dominion Railway Commission, was a national calamity. He was the champion of the people because he strove to help them; he was the friend of the railroads because his methods guaranteed future dividends in exchange for present and efficient service. Judge Mabee's life illustrated how eagerly the high places summon the man of ability. His brain was ice, but his heart was fire. Carlyle says that the history of a nation is the biography of its great men. Judge Mabee was making Canadian history when he was overtaken by death.

Canada Beats China.

THE foreign trade of nations is seldom in proportion to their population. Canada, with a small force of well-paid, well-fed and intelligent workmen outstrips China with her millions of half-starved toilers. The following statistics from Part VII., Trade and Commerce Report, for the year ending March 31st, 1911, prove this statement:

Country.	Population.	Imports.	Exports.
Canada	7,204,527	$451,745,108	$274,316,553
China	438,214,000	305,556,900	251,349,780

Apparently, one Johnny Canuck possesses as much commercial enterprise as sixty of the heathen Chinee.

Enlightening the Free Press.

THE *Manitoba Free Press* attacks INDUSTRIAL CANADA for presuming to reproduce the articles written by William Dewart in support of the National Policy. "Mr. Dewart has lived in the United States since 1880," says the *Free Press*, "though there is no explanation of why he had to fly from his native land within a year of the adoption of the fiscal panacea which he had successfully advocated. We are told, however, that when, in his exile, 'he learned that the policy of Protection had been again adopted by Canadians his happiness was complete.' We regard that sentence as a most enlightening revelation of the interpretation which INDUSTRIAL CANADA places on the vote of last September. Plainly it regards it as an instruction to the Government to boost the tariff."

Mr. Dewart was born in Ontario in 1836; in 1853 he began teaching school; in 1859 he went into business as a general merchant; and in 1880 he retired from active life and moved to Rochester, N.Y. If Mr. Dewart, at the age of 54, after a strenuous life, chose to retire to Rochester, where one of his sons is living at present, is it not his own private affair? Having labored successfully to put his country on the safe path of Protection instead of leaving it stuck in the morass of Free Trade, had he not earned a holiday? At any rate, he departed as a victor, not as "an exile." We are glad to see that the *Free Press* has been "enlightened." Pessimists have declared that it is impossible to enlighten the *Free Press*. If we have not accomplished the impossible, at least we have attempted the stupendous. In regard to the vote of last September, INDUSTRIAL CANADA regards it "as an instruction to the Government" to continue the National Policy, which William Dewart helped to create and which the *Free Press* hopes to destroy.

Taft.

BIG BILL TAFT has a big brain as well as a big body. Diplomacy is founded upon the same principles as horse-trading. It is a contest in over-reaching. In horse-trading the mind of each party is concentrated upon the task of magnifying the spavins on his opponent's beast while carefully concealing the larger ones which adorn the legs of his own. But Taft began negotiations for this international horse deal without a horse. He had to construct a wooden one, destitute of both legs and spavins, and barter it for the Canadian thoroughbred. This was a task worthy of Sam Slick himself. Yet Taft persuaded 625,096 voters of this country that he had a better horse than theirs, and only 669,577 voters disbelieved him.

Three Landmarks.

HISTORIANS will chronicle three important events in the record of Canada's trade: first, the National Policy of 1878, which re-created our country; secondly, the Refusal of 1911, when we looked coldly upon the offer of Reciprocity made by the United States; and, thirdly, the Warning of 1912, when the violent hand of the politician ripped away the curtain which had concealed United States intentions, hopes and ambitions towards Canada.

Montreal and the Y. M. C. A.

THE April issue of INDUSTRIAL CANADA contained an editorial which pointed out the desirability of awarding contracts for Y. M. C. A. buildings and equipment to Canadian firms as far as possible, instead of giving them to foreign firms. There would be little need of such admonitions if all boards of Y. M. C. A. directors adopted the example of Montreal. The following statement is taken from a special report furnished by Messrs. Ross and Macfarlane, architects in charge of the Montreal Y. M. C. A. buildings: "Of the entire twenty-six contracts

which were let in connection with the Central building, only one was awarded to an American firm." In summing up, they say: "Of the total materials used in the construction of this (Central) building, we are able to report that less than 6 per cent. of the total cost of the building has been expended in American material, and we would state further, of this small percentage of the total cost, the use of American material in each instance has been almost entirely due to the fact that Canadian manufacturers were not in a position to supply the character of material desired."

According to the architects, this excellent record is not confined to the Central building. They continue: "With reference to the branch buildings, both in Westmount and the north end of the city, we would report that the entire thirty-two contracts were awarded to Canadian firms, and, further, that the use of American material was of considerably less percentage than that used in the Central building." If the directors of the Montreal Y. M. C. A. can maintain this record with regard to equipment, they will have afforded a striking demonstration of fidelity to the "Made in Canada" policy.

Names of Agents Wanted.

REQUESTS are being constantly made in England for a list of the United Kingdom agents of Canadian manufacturers. Canadian trade officials in the United Kingdom are being constantly asked for the addresses of the agents of Canadian firms. The names and addresses of these agents have not been furnished in the past, because some manufacturers did not care, for business reasons, to give the information. The High Commissioner suggests that, without publishing the information, it would be in the interests of Canadian export trade if the Association obtained from its members full particulars regarding their agents in the United Kingdom and elsewhere, and supply those details to the Trade Commissioners and other Canadian Government officers.

Delays to Freight in Transit.

MEMBERS of the Association who have been inconvenienced by freight delays should consult a notice by Mr. J. E. Walsh, manager of the Transportation Department, which appears elsewhere in this issue. Over a thousand complaints have been received already.

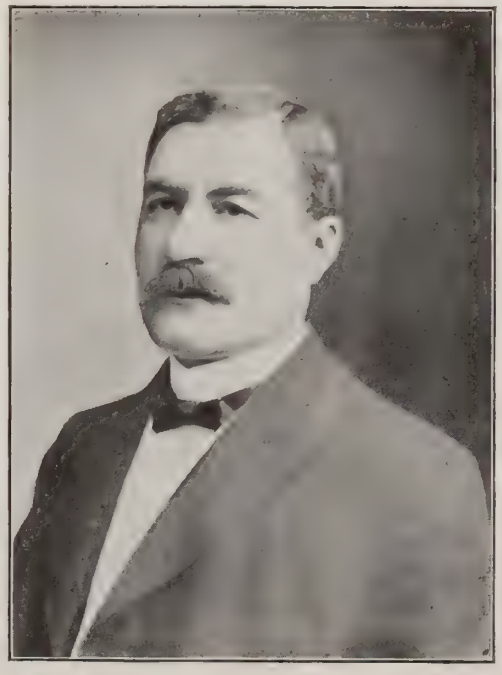
The Imperial Bank of Canada.

THE Annual Report of the Imperial Bank of Canada, which appears elsewhere in this issue, shows that the institution is in a flourishing condition. The net profits for the year, after making provision for all bad and doubtful debts, etc., amounted to $1,004,340. The directors declare a dividend of 12 per cent., and the reserve fund stands at $6,000,000. A number of new branches have been opened in various parts of Canada, showing that the Bank's business is spreading over a larger area of territory annually. In moving the adoption of the report, Mr. D. R. Wilkie, General Manager, made a valuable and an interesting address on financial and commercial conditions.

Pillage.

PETTY thefts from cargo during shipment add to the inconveniences suffered by manufacturers. A favorite practice is to draw the nails out of a case, slide the inside board, usually at the bottom of the case, cut the lining, extract the contents, put back the board and re-insert the nails. Only the most careful scrutiny can reveal the fact that the case has been opened. The American Trading Company, of New York, suggests as a preventive, that, in packing the cases, strong iron clips be driven into the edge of each board and into the case at the top, sides and bottom, and a nail driven through the same. This precaution would be in addition to the usual strapping, and would prevent the withdrawal of the board.

"THESE books are being printed in the United States," says the *Grain Growers' Guide*. What books? Why, some ivycovered, prehistoric Free Trade tracts which the *Guide* is sending out broadcast to convert Canada to a lost cause. We would suggest that their titles be changed to the following: "Rapid and Certain Methods to Make Canada an Adjunct of the United States." The *Guide* and its friends do not want to see anything printed or made in Canada. Their policy is to send the money and work across the line.



THE LATE J. P. MABEE
Chairman of the Dominion Railway Commission

EXECUTIVE COUNCIL PROCEEDINGS

Proposals made to appoint an Executive Committee, subordinate to the Executive Council. The Association will entertain distinguished British visitors. Parliamentary Committee considering the Ontario Assessment Act.

Last month's meeting of the Executive Council of the C. M. A., held May 16th, was one of the shortest on record. It lasted just a little less than an hour, yet a considerable amount of business was disposed of.

Vice-President R. S. Gourlay occupied the chair, and about thirty members were in attendance.

A communication from the cigar manufacturers of Montreal, complaining about the scarcity of skilled labor, was referred to the Parliamentary Committee to be dealt with.

Secretary's Report.

On behalf of the Executive officials, the Secretary presented a brief report regarding the proposal to amend the procedure at Council meetings in such a way as to expedite the transaction of business.

He stated first of all that it would be impracticable for all committees to hold their meetings sufficiently in advance of the Council meeting to make it possible for printed copies of their reports to be distributed to the members of the Council before they left their homes to attend the meeting. Some committees could no doubt comply with an arrangement of this kind, but others, by reason of the exigencies of their work, could not.

In any event, he doubted the wisdom of circulating more widely than was absolutely necessary reports containing information of a confidential or semi-confidential character.

The plan of having the various Committee Chairmen select from their reports the subjects upon which discussion would be entertained also seemed impracticable, as experience had shown that it was frequently the harmless looking item that provoked the keenest controversy. He agreed, however, that the reports did contain many items, inserted for the purposes of information only, upon which discussion was unlikely to take place, and which was certain to be futile even if it did materialize.

He thought it might help matters somewhat if members were notified in advance of the principal subjects to be dealt with in the reports that would be presented for consideration. This would be quite feasible, and might prove beneficial in many ways.

The real solution, however, appeared to lie in amending the by-laws so as to provide for the appointment of an Executive Committee, subordinate to the Executive Council. This Committee might meet fortnightly; it could be clothed with power to pass upon all matters of routine and to authorize action on issues of a non-contentious character. With such business taken care of, it would not be necessary for Council to meet more frequently than once in two or three months. When it did meet there could be prepared for its consideration and sent out to its members prior to the meeting, full reports of the work done by the various Committees and Departments; there would also be reserved for its judgment all matters of general policy upon which the Executive Committee might hesitate to commit the Association.

In suport of this plan the Secretary stated that it would effect a tremendous saving in the amount of clerical labor necessitated by the present method of transacting business; further, it would enable the heads of departments to plan their movements with greater economy to the Association and greater effectiveness to its service.

On motion of Messrs. Roden and George, the Secretary's suggestion that the by-laws should be amended at the next Annual Meeting in conformity with the above plan, was referred to the Advisory Committee for report.

Treasurer's Report.

Mr. George Booth presented his monthly Treasurer's Statement, showing receipts of $6,870, disbursements of $4,805, and a balance carried forward of $12,534. He stated that the expenditure on revenue account for the nine months ending April had been $29,457, as against $26,476 for the corresponding period of 1911. He estimated that the receipts from membership fees would reach $40,000, so that Council might increase its expenditure between $3,000 and $4,000, and still live within its income.

On motion of Messrs. Booth and George, the report was received and adopted.

Western Secretaryship.

The Finance Committee reported with regret that no appointment had been made of a Travelling Secretary for the West owing to the fact that the party whom they had in view had disappointed them. It seemed highly desirable that whoever was engaged for this work should have some months training in the head office so as to become thoroughly grounded in the Association's policy, and thoroughly versed in the Association's achievements. As it was impossible to spare anyone from the present staff for this purpose, an addition would be made to the staff with as little delay as possible, the one so appointed to be trained with a view to Western service.

Eastern Secretaryship.

On the recommendation of the Finance Committee it was decided to ask the concurrence of the Executive Committee of the Montreal Branch in appointing Mr. H. T. Meldrum Travelling Secretary for Quebec and the Maritime Provinces, with headquarters in Montreal, on the understanding that his duties as Travelling Secretary would be made subordinate to his duties as Secretary of the Montreal Branch.

Banquet to West Indian Delegates.

The Committee in charge reported a deficit of $114.82 in connection with the above entertainment, to meet which it was decided to issue a cheque on the General Fund, chargeable to entertainment.

New Members.

The Reception Committee recommended the acceptance of the following six applications for membership:

Aylmer, Ont., The Aylmer Shoe Co., Ltd., Welt Shoes.

Berlin, Ont., J. E. Wiegand & Co., Shirts, Collars and Cuffs.

Toronto, Ont., Canadian Dyers Association (Alfred Burton, 2nd member).

Toronto, Ont., Canadian Oil Companies (M. J. O'Leary, 2nd member).

Toronto, Ont., The Robinson Mfg. Co., Flavoring Extracts.

Winnipeg, Man., Ideal Fence Co., Limited. Wire Fencing.

Visit of British Manufacturers and Business Men.

Canada will be visited this month by a representative party of from fifty to sixty capitalists, manufacturers and business men from the United Kingdom, who are coming under the auspices of the *Financial News*, a paper which is devoting itself largely to Canadian affairs and development. They will arrive in Quebec on June 6th, visiting first the Maritime Provinces, then Quebec, Ontario and the West. In Montreal they will be suitably entertained by the Montreal Branch of the C.M.A. in co-operation with the Board of Trade. Entertainment of a similar character will be offered them in Toronto by the Toronto Branch of the C.M.A. and the local Board of Trade.

Ontario College of Art.

By an Act passed at the last session of the Ontario Legislature the Central Ontario School of Art and Design has been given the status of a College under the name of the Ontario College of Art, which will have for its objects:—

(*a*) The training of students in the fine arts, including drawing, painting, designing, modelling and sculpture, and in all branches of applied art, in the more artistic trades and manufactures; and

(*b*) The training of teachers in the fine and applied arts.

The College will thus supply a long felt want in training those who will serve as teachers of art in the Technical Schools that will be established in various parts of the Province.

The control and management of the College is to be vested in a Council that will consist of members appointed from various organizations, including the C.M.A. The number of representatives the Association is entitled to is two, and the Executive Council decided to confer the appointments upon Messrs. Thos. Roden and Arnold W. Thomas, both of Toronto.

Research Laboratories.

On the recommendation of the Technical Education Committee, the Secretary will notify the Director of Forestry of the Association's entire sympathy with the resolution of the Canadian Forestry Association, which calls upon the Federal Government to establish experimental laboratories for testing and investigating the physical and mechanical properties of Canadian woods, with a view to extending the possibilities of their use and for other purposes.

Resolution of Condolence.

Referring to the death of Judge Mabee, whose demise had removed from the field of public service in Canada a man of great prominence and usefulness, the Railway and Transportation Committee recommended the adoption of the following resolution:

"The Executive Council of the Canadian Manufacturers Association hereby records its profound regret at the death of Honorable James Pitt Mabee, Chairman of the Board of Railway Commissioners for Canada, and mourns with other business interests the loss sustained in his removal.

"Gifted with a keen mind and shrewd discernment, learned in the law, yet untrammelled by its formalities, he was able to bring to the discharge of the important duties of his office qualifications of the highest order; with these he combined a zeal for work and a fairness and fearlessness of judgment that enabled him to make a conspicuous success of his position, and that easily placed him in the front rank of the public men of our day.

"in recording its high appreciation of his splendid services to the nation, this meeting also desires to extend its sincerest sympathy to the family of the deceased in their sad bereavement."

Appointment of a Successor to the Late Judge Mabee.

After recalling the fact that in April, 1908, the Council had commended the Government for appointing a man of Judge Mabee's qualifications to the Chairmanship of the Board of Railway Commissioners, the Transportation Committee expressed the hope that the appointment now under advisement would call for similar commendation once the decision of the Government was made known.

In this connection the Committee stated that in view of the increasing work and larger field of activity care should be exercised in the selection of a successor, as they believe this to be the most important public office under the charge of the Government.

"Recognizing the fact that we have no right or disposition as an Association to suggest any name or names to the Government of Canada for its consideration in connection with the vacancy caused by the passing away of the late Chairman, we would, however, at the same time express our intense interest in this matter, and hope that the selection made will be such as to meet with the approval of all interests concerned from sea to sea in the Dominion of Canada.

"We therefore, hope that the appointment of the Chairman of the Board of Railway Commissioners will be made without political or sectional consideration, the appointee having, along with the necessary legal qualifications for the position, a wide business experience, coupled with sound judgment and a broad spirit of equity which may be depended upon to deal fairly, without fear or favor, with all interests."

Western Freight Rates Enquiry.

Further hearings in the above matter were held in Toronto on May 1st, and in Ottawa on May 21st. Counsel appointed by the Federal Government submitted a comparison of rates similar to that filed at the April hearing by counsel for Saskatchewan and Alberta. The Board has made it clear that the burden now rests upon the railways to substantiate the higher rates which prevail west of Port Arthur, and that it will not allow any technicality to interfere with the investigation.

Rates on Wire Fencing.

Some time ago, the railways applied for permission to cancel certain commodity rates on wire fencing from Windsor, Walkerville and Hamilton to points east of Toronto. The Commission has dismissed the application, which means that the old rates will be continued.

Joint Rates.

The application for a hearing on this matter has been withdrawn. The railways advised the Board before the date set down for the hearing that they would at once undertake to publish joint tariffs wherever they were found necessary. The Transportation Committee will follow the matter closely with a view to obtaining early results.

Commodity Tariff on Automobiles.

The railways, at the Association's request, published commodity tariffs effective May 15th, to take care of a revision of the ratings in the classification on automobiles which had been previously agreed upon.

Threshers and Engines, Mixed Carloads, Loaded on Flat Cars.

The railways have reinstated the following item in their commodity tariffs effective May 15th:—

"Threshers and traction engines, mixed carloads, loaded on flat cars not exceeding 36 ft. 10 in. in length,

Minimum weight, one car ..... 20,000 lbs.
Minimum weight, two cars ..... 35,000 lbs.
Minimum weight, three cars ..... 50,000 lbs."

It had been withdrawn, the railways being of the opinion that Section C. Rule 1, page 5, Supplement 1 to Canadian Classification governed. After considerable negotiations it was decided to reinstate the arrangement as above.

In the original item the length of the car was stated to be "36 ft. 6 in. in length," whereas it now reads "36 ft. 10 in. in length."

Milling in Transit on Grain to New York.

After a conference with the Canadian Pacific Railway it was agreed to extend the milling-in-transit arrangement on all rail shipments of grain to New York, the product of which is for export.

Limitation of Size of Commercial and Other Trunks.

As the result of a conference, the representatives of the railways have agreed to modify the regulation which they proposed limiting the size of commercial and other trunks, and which was suspended *sine die* by the Board of Railway Commissioners on application of the Association. The regulation agreed upon is as follows:—

"Commencing ..... for any piece of baggage of any class (except immigrant baggage checked at port of landing, and whips in canvas or leather cases) the greatest dimension of which exceeds forty-five (45) inches, there will be an additional charge for each additional inch equal to the charge for five (5) lbs. of excess baggage."

The above will supersede in its entirety the regulation suspended by the Railway Commission, which proposed to penalize every inch of excess by a charge equal to the charge for 10 lbs. of excess baggage, and in three years to reduce the maximum size from 45 ins. to 40 ins.

Insertion of Government Certificate on Packers' Bills of Lading.

This matter, which has been previously reported, has been satisfactorily arranged. The railways and the Government have agreed to the insertion of the following certificate in the bills of lading of the packers who are required to furnish such,—

"..... hereby certify that the following described shipment consists of carcasses, parts or products thereof, which have been duly inspected and marked with the inspection legend according to the 'Meat and Canned Foods Act,' and that the articles comprising it have not been tampered with or treated since they were so marked, in any way other than is allowed by the said Act or the regulations made thereunder, and that they are at this date wholesome and fit for human food."

This certificate should be printed in heavy black type on the face of the bill of lading. Sample copies will be furnished on application to the Manager of the Department.

Stop-Over Charge on Lumber for Dressing, etc.

The railways some time ago increased the stop-over charge for dressing lumber in transit moving between points in Canada to two cents per 100 lbs. On representations being made prior to the new tariffs becoming effective, they decided to reinstate the old charge of one cent, and the tariffs have been amended accordingly.

Ontario Assessment Act.

The report of the Parliamentary Committee was largely of a confidential character, and little can therefore be said about it.

Dealing with the Ontario Assessment Act, it stated that when the Committee of the Legislature meet to consider amendments next fall, efforts would be made by outside parties to introduce changes looking to the entire abolition of the business tax, or else to empowering municipalities to levy upon buildings and improvements a different rate from that levied upon land. The Committee will at once begin to collect information that will be of service in dealing with the subject, and in order to insure greater breadth of view they will increase their membership by the addition of the following gentlemen:—Wm. Robins, Walkerville; E. G. Henderson, Windsor; Hon. E. J. Davies, Newmarket; John Ransford, Clinton; John Firstbrook, Toronto; C. B. Lowndes, Toronto; and J. F. Ellis, Toronto.

Provincial Companies Acts.

The recent decision of the Privy Council gives the Supreme Court of Canada the right to hear stated cases, such as that submitted by the Dominion Government in the matter of jurisdiction in Company Law as between the Dominion and the Province. It is understood that the reference will be proceeded with at once, and the Association's application for an enlargement of the case will be pressed.

Tariff Decisions.

The Tariff Committee reported the following Customs decisions, most of which had been obtained through the instrumentality of the Association's Tariff Department:

Surface condenser combined with air pump has been ruled to be dutiable under Item 453 of the Tariff; General Tariff rate 27½%.

Charts for pyrometers are held to be subject to duty under Tariff Item 181, as being other printed matter; General Tariff rate 35%.

Hat plaits or braids, as per samples, have been ruled to be free of duty under Tariff Item 641.

Ceresin Wax is held to be dutiable under Tariff Item 225; British Preferential rate 5%; General Tariff rate 10%.

"*New Wax*" has been analyzed and found to be a vegetable wax. It is, therefore, held to be dutiable under Tariff Item 225; British Preferential rate 5%; General Tariff rate 10%.

Oropon, a tanner's bate. At the March meeting your Committee reported that this article had been ruled to be dutiable at 17½% under Item 711 of the Tariff. Since then the manufacturers of this article have added another salt thereto, making it a chemical compound composed of two salts soluble in water and being adapted for tanning, and it has been ruled to be free of duty.

Marline, not barked, has been held to be dutiable under Item 548 of the Tariff; British Preferential rate 20%; General Tariff 25%.

Marine Indicators, for equipment of vessels. It has been decided that marine indicators belong to a class of goods manufactured in Canada, and are therefore exempt from duty under Item 470 of the Tariff.

Bags containing soda ash. Collectors of Customs have been advised that these bags may be dealt with as being "usual coverings," and are entitled to free entry under Item 710A of the Tariff.

It has been decided that Grass Carpet may be entered on payment of regular duty without special duty.

Industrial Canada.

The Committee in charge of INDUSTRIAL CANADA showed surplus earnings for May of $775, and for the ten months end-

ing May, $7,681. They estimated that the paper would finish its financial year with a surplus of approximately $9,000.

Card Directory.

The Card Directory, which has formed a feature of INDUSTRIAL CANADA'S advertising columns almost since its inception, will shortly disappear, to give place to a Buyers' Guide, that will appear as an abbreviated edition of the Trade Index. Members desiring classification therein are requested to communicate with the Advertising Manager at once for rates.

Catalogues for Trade Commissioners.

Upon the recommendation of the Commercial Intelligence Committee, a circular will be sent shortly to all members asking those interested in export trade to send in copies of their catalogues, together wth a list of the foreign countries with which they are prepared to do business. Sets of these catalogues will be made up in the office and sent to the various Trade Commissioners abroad. This has been done on two former occasions, to the advantage of all concerned, but the catalogues now on file are out of date, in addition to which many manufacturers have joined the Association since the last invitation was issued.

Labour Supply.

An Emigration Society in Great Britain has approached the Association with a new project, calculated to be of material assistance in alleviating the present scarcity of skilled labour. It will involve the Association in no expense, the only condition being that members supplied will give permanent employment to the men sent them, providing their services are reasonably satisfactory. The experiment will be tried out on a small scale first, and about thirty men will be sent to Canada for employment in a variety of trades and in a variety of places. If satisfactory results ensue, steps will be taken next year to enlarge the service and put it on a permanent basis.



Col. Roosevelt as viewed by an Opposition Paper. —*Harper's Weekly.*

DO YOU TRADE WITH SOUTH AMERICA?

H. R. Poussette, Canadian Trade Commissioner at Buenos Ayres, makes the following suggestions to Canadian exporters who are seeking South American trade:

1. A map of the world showing the trade routes to South America should be carefully studied, and after that the map of the Continent.

2. The postage on letters addressed to South American countries, is 5 cents per ounce.

3. Unless otherwise requested, quotations should be c.i.f. port of entry, and any other information that might be serviceable should be added. This is important, owing to the long time taken to receive replies.

4. It is advisable to quote in the currency of the country in which the prospective client resides, and weights should be stated according to the metric system, that is, in kilograms.

5. It is impossible to take too much care with regard to packing and marking. New cases should be used, for which if necessary a charge can be made. Experiments might be conducted in various methods of packing, and the results subjected to severe tests.

6. Brusque letters should be avoided. Some American types of communications are greatly disliked by Latin business men. Courtesy is very important in all dealings.

7. Questions must not be looked at entirely from the view point of Canadians: an endeavour should be made to see the Latin American's side also.

8. Contracts, however small, ought to be fulfilled to the very letter, and a client's interests conserved as the exporter's own.

9. The character of the Canadian people will be judged to a great extent, in this part of the world, by the impression formed from dealing with Canadian business men, consequently upon the latter rests a serious responsibility.

10. B/L and invoice, with certificate of origin typed on back and signed by consul of country of destination should be mailed as soon as possible to ensure arrival before shipment.

11. Cable address of firm and codes used should be on all letter paper.



Roosevelt as viewed by a Friendly Paper.—*Philadelphia North American.*

THE MADE-IN-CANADA SPECIAL

Loaded with Canadian manufacturers, it is visiting the towns and cities of the West. Thousands flock to see it in all the principal cities. It is a travelling information bureau. Drop a query in the slot and get an answer.

THE Canadian Home Market Association some months ago concluded that an exhibition of Canadian factory products in a "Made-in-Canada" train would be an admirable method of proving to the people of the Western Provinces that products made by Canadian artisans are equal in quality, variety and value to the best that can be produced anywhere in the world. The idea was immediately set in motion, and after much careful study has found expression in the special train of twelve cars which left Montreal for the West on May 16th. In Manitoba, Saskatchewan and Alberta are many thousands of farmers who have come across the line. They are accustomed to American products, and naturally continue their use in Canada, but are ready to hear and see what Canada is producing. The "Made-in-Canada" train will give them this information. At first hand they will inspect Canadian goods. They are ready to accept the Canadian-made article, but as yet have little or no information on the subject. In their case seeing will be believing. The "Made-in-Canada" train will be their object lesson. From all points along the route comes the word that they are awaiting the train with great interest.

By lectures illustrated with over two hundred first-class limelight views of typical industrial scenes, visitors to the "Made-in-Canada" train are shown the great possibilities west of Winnipeg for factory development. The people of the West will be given first-hand information as to what factories mean to a community, how they add to the population, benefit mercantile life, and increase enormously the home market. These lectures during the day will be given in the dining car, which has been fitted up for demonstration purposes; but where there are night stops some civic hall will be used. This series of limelight lectures will be one of the most interesting and instructive features of the trip. The lecturer will be Mr. T. H. Race, of Mitchell, Ontario, who has represented Canada at World's Fairs in New Zealand, Australia, Belgium and Scotland. He is a fluent speaker, thoroughly conversant with the subject. Mr. H. D. Scully, Secretary of the Canadian Home Market Association, and Mr. Norman P. Lambert, editor of the Association's publications, are in charge of the train and publicity arrangements.

All Made in Canada.

The "Made-in-Canada" special is in itself a striking example of what Canadian workshops can produce. Everything, from the engine to the dining car, was made in the Canadian Pacific Railway's Angus shops. Even in such advanced line of manufactures as locomotives and modern rolling stock it is not necessary to go out of Canada to see the best. The same statement is true of every product the train will carry. In fact, the special might be extended indefinitely to accommodate "Made-in-Canada" goods. The ten exhibition cars are electric lighted throughout, and have side aisles wide enough to allow visitors easy passage as they move from car to car inspecting the exhibits. The wall areas will be used by exhibitors for posters and other decorative effects associated with their exhibits.

Exhibitors on the "Made-in-Canada" train have spared neither time nor money in making an inspection of their goods worth while. Competent men will be in charge to give visitors any information they may seek. Everything will be free. No man, woman or child will be denied entrance to any car. Exhibitors will leave no question unanswered. There will also be literature to distribute. Many firms will give away souvenirs. Don't miss the rare opportunity of seeing the train and its interesting contents. About twenty manufacturers and their representatives will accompany the special.

What Are Shown.

The exhibits on the "Made-in-Canada" special include stoves, windmills, gasoline engines, biscuits, confectionery, furniture of all kinds, kodaks, automobiles, bicycles, rubber goods, salt, scales, tractors, engines, cottons, hosiery, knitted goods, jute and cotton bags, twine, boots and shoes, paints,



His Royal Highness, the Duke of Connaught (on the extreme right), just before he entered the "Made-in-Canada" Train.



His Royal Highness, the Duke of Connaught, descending from a Car of the "Made-in-Canada" Train after Inspecting it.



The "Made-in-Canada" Train.

enamelware, steel products, pianos and other musical instruments, harness, carriages, silver-plated ware, drug supplies, starch, cash registers, brass goods, flavorings, spices, pork products, furs, pumps, tobacco, asbestos goods, and innumerable other products. Some of the exhibitors have combined their exhibits in such a way as to lay out a half-car as a store front, with window displays and entrance through a door. On this train is some exhibit of special interest to every person in the West.

One of the features of the "Made-in-Canada" train is a car fitted up as a modern house, consisting of parlor, living room, bedroom, dining room and kitchen. All the furnishings in this house have been made in Canada. This car is an object lesson of the fact that a home can be furnished throughout with Canadian-made goods. Visitors will find the door of this house open to them, and they are given a cordial invitation to enter and see for themselves.

In no part of Canada has the preparation of the "Made-in-Canada" train met with greater encouragement than in Winnipeg and the West. Western manufacturers showed their zeal in the enterprise from its very inception. For their accommodation one car was allotted to exhibits west of the Lakes. It contains goods from factories at Port Arthur, Fort William, Winnipeg, Indian Head and Moose Jaw, and was attached to the train at Fort William.

The "Made-in-Canada" train, in its trip through the Canadian West, will make ninety-eight stops, varying from two to thirty-six hours. The Mayors, City Councils and Boards of Trade in practically all the points on the itinerary will give public recognition to the train, going so far in many cases as semi-official receptions. At several points a half-holiday will be declared, to give the people an opportunity to inspect the train and exhibits at leisure. Advance information shows that all classes are awaiting with very great interest the arrival of this unique exhibition.

The Itinerary.

For the first three days of the trip of the "Made-in-Canada" special train prior to leaving for Port Arthur and the West the programme was as follows:

Thursday, May 16th. Windsor Station, Montreal; private inspection, 10.30 a.m.; open to public, 11.30 a.m. to 11 p.m.



Rt. Hon. R. L. Borden, Premier of Canada (on the extreme right), departing after a Visit to the "Made-in-Canada" Train.



View of the Interior of the House Car on the "Made-in-Canada" Special.



View of Interior of One of the "Made-in-Canada" Cars.

Friday, May 17th. Central Station, Ottawa; private inspection, 10.30 a.m.; open to public inspection, 11.30 a.m. to 9 p.m.

Saturday, May 18th. North Toronto Station, Toronto; private inspection, 10.30 a.m.; open to public, 11.30 a.m. to 9 p.m.

All manufacturers and principal business men in each of the three cities were invited to the private inspection, and at Montreal Sir Thomas Shaughnessy, His Worship the Mayor, and two or three other leading citizens made short addresses. At Ottawa the Right Honorable the Prime Minister, two members of his Cabinet and the Mayor made the official inspection. At Toronto their Royal Hignesses the Duke and Duchess of Connaught made the official inspection, accompanied by many of Toronto's prominent officials. Thousands of citizens availed themselves of the opportunity to inspect the train.

The following is the itinerary of the "Made-in-Canada" train through the West for June:

Date.	Arrival.	Place.
June 1	1.00 a.m.	Moose Jaw
" 2		Moose Jaw
" 3	8.15 a.m.	Tuxford
" 3	11.30 a.m.	Eyebrow
" 3	3.00 p.m.	Elbow
June 3	7.40 p.m.	Outlook
" 4	8.30 a.m.	Milestone
" 4	11.30 a.m.	Yellow Grass
" 4	2.20 p.m.	Weyburn
" 4	8.00 p.m.	Estevan
" 5	8.30 a.m.	Caron
" 5	10.30 a.m.	Mortlach
" 5	3.00 p.m.	Morse
" 5	7.00 p.m.	Swift Current
" 6	8.30 a.m.	Maple Creek
" 6	2.50 p.m.	Medicine Hat
" 7	8.30 a.m.	Taber
" 7	3.00 p.m.	Macleod
" 8	12 midnight	Lethbridge
" 9		Lethbridge
" 10	8.18 a.m.	Claresholme
" 10	11.00 a.m.	Stavely
" 10	1.10 p.m.	Nanton
" 10	3.15 p.m.	High River
" 10	7.30 p.m.	Okotoks
" 11	7.40 a.m.	Langdon
" 11	10.45 a.m.	Strathmore
" 11	2.00 p.m.	Gleichen
" 11	4.25 p.m.	Bassano

Date.	Arrival.	Place.
June 11	7.30 p.m.	Brooks
" 12	4.00 a.m.	Calgary
" 13	1.00 p.m.	Carstairs
" 13	3.30 p.m.	Didsbury
" 13	7.00 p.m.	Olds
" 14	9.00 a.m.	Innisfail
" 14	1.15 p.m.	Red Deer
" 14	7.00 p.m.	Lacombe
" 15	8.00 a.m.	Coronation
" 15	11.00 a.m.	Castor
" 15	3.30 p.m.	Stettler
" 15	8.30 p.m.	Ponoka
" 16	8.00 a.m.	Edmonton
" 17	.....	Edmonton
" 18	8.50 a.m.	Leduc
" 18	12.30 p.m.	Wetaskiwin
" 18	7.20 p.m.	Camrose
" 19	8.30 a.m.	Bawlf
" 19	11.00 a.m.	Daysland
" 19	4.00 p.m.	Sedgewick
" 19	7.30 p.m.	Hardisty
" 20	9.00 a.m.	Provost
" 20	1.00 p.m.	Macklin
" 20	7.00 p.m.	Wilkie
" 21	9.00 a.m.	Biggar
" 21	2.00 p.m.	Asquith
" 21	8.00 p.m.	Saskatoon
" 22	.....	Saskatoon
" 23	.....	Saskatoon
" 24	9.00 a.m.	Colonsay
" 24	11.00 a.m.	Viscount
" 24	3.30 p.m.	Lanigan
" 24	8.00 p.m.	Wynyard
" 25	9.00 a.m.	Sheho
" 25	1.00 p.m.	Yorkton
" 25	7.10 p.m.	Saltcoats
" 26	12 midnight	Bredenbury
" 26	11.20 a.m.	Langenburg
" 26	3.15 p.m.	Binscarth
" 26	7.00 p.m.	Russell
" 27	8.30 a.m.	Solsgirth
" 27	11.45 a.m.	Strathclair
" 27	3.40 p.m.	Newdale
" 27	7.30 p.m.	Minnedosa
" 28	8.30 a.m.	Franklin
" 28	11.30 a.m.	Neepawa
" 28	7.00 p.m.	Gladstone
" 29	8.00 a.m.	Carberry
" 29	2.00 p.m.	Portage la Prairie



Exhibit on the "Made-in-Canada" Train



E. J. CHAMBERLAIN

Who has just been appointed President of the Grand Trunk and Grand Trunk Pacific Railways. He was formerly Vice-President and General Manager of the Grand Trunk Pacific.

ENGLAND TURNING TOWARD PROTECTION.

The heart of the protective theory is the encouragement of domestic production. Judged by this test, England is showing many signs of conversion to the policy of protection.

At a recent meeting of the Birmingham Council the committee having control of the city electric traction lines recommended the purchase from a firm in Germany of steel tramway rails and fishplates, at a cost of $55,775. An American bid was $3,134 higher than the German figures submitted, but the Council overruled the decision of the special committee and voted to purchase English products at a cost of $8,244 more than the German tender. The decision in favor of the purchase of British rails represented the opinion of a large majority of the Council, and involved an expenditure of 14 per cent. more than the lowest bid in order that British products might be purchased. It is asserted, moreover, that the Council was convinced that the German rails would wear better than the English rails. Involved in this decision, possibly, is the ever-present element of anti-German sentiment; but it should not be overlooked that the decision ignored the low American bid, as well as the lower German bid.

There is direct evidence that the protective policy is gaining adherents among the British mine owners and manufacturers. One of the most remarkable pronouncements on tariff reform which has been made of late years has just come from D. A. Thomas, who until recently sat as senior member for Merthyr-Tydvil, the junior member being Keir Hardie.

Mr. Thomas held his seat, which is perhaps the most radical in the country, by probably the biggest majority any member has ever had, and when he left it it was to represent the great port of Cardiff. He is a Cambridge man, a scholar of Jesus and Caius Colleges, and a well-known colliery owner.

In spite of his traditions, he has just made the admission at a meeting of the famous steel and iron works of Ebbw Vale that his views on free trade are not so adamantine as has commonly been supposed; indeed, he went so far as to say that the arguments which had been produced to him, as a director of the company, had convinced him that as far at any rate as Ebbw Vale was concerned a little protection would be a very good thing.—*Protectionist.*

THE NEW GOLD COINS OF CANADA

By Paul E. Bilkey

Go into any Chartered Bank and Change Your Greenbacks into Five and Ten Dollar Gold Pieces Minted at Ottawa from the Bullion of the Yukon, the Maritime Provinces and Ontario. New Currency will Pass as Legal Tender in the U.S.

For the second time gold coins are being minted in Canada. It is, however, the first time that the striking of gold coins comes within the provisions of the law. The first attempt was made away back in the middle of the last century, or thereabouts, in the early days of the gold discovery in British Columbia. That, of course, was long before the Pacific Coast province entered the family of confederated provinces. It was a separate colony, with a Governor at the head of its affairs. This Governor got the idea that the newly-discovered gold would look well if converted into sovereigns, and as his word was pretty much the law of the land, the idea was carried out. A mint of some sort was put up and equipped with machinery. It is hard to tell at this date where the necessary machinery was obtained, but the mint was there and gold sovereigns were turned out—for a little while. The minting was done without the authority of the Imperial Government, and when London heard that gold coins were being produced in British Columbia, immediate action was taken. The mint was closed and has remained closed ever since. The coins turned out in the short interval of the British Columbia mint's activity were never officially accepted or authorized as currency. They are now very rare and as curiosities are probably worth more than real money of like denomination. From that day till a few weeks ago no gold has been coined in Canada. To-day you can go to any chartered bank and turn your paper money into nice new gold coins, fresh from the Mint at Ottawa, in fives and tens. Perhaps later on there will be an issue of twenty dollar gold pieces. The Currency Act provides for such an issue, but the Governor-in-Council has not asked for twenty dollar pieces, and only when called upon by the Governor-in-Council is the Deputy Master of the Mint authorized by Imperial regulation to start the issue.

Part of English System.

This system, be it known, comes from England. The Mint at Ottawa is really a branch of the Royal Mint of England, and the Master of the Mint at Ottawa, as in London, is none other than the Rt. Hon. David Lloyd George, Chancellor of the Exchequer.

Gold currency is "real money." Gold is the bed rock of the currency, the foundation of the whole fiscal system, but Canada has hitherto been without gold coins struck in Canada and stamped as Canadian. The authority for the issue now being made is no older than an Act of Parliament passed in 1910. That Act provided for the striking of Canadian gold coins in denominations of five, ten and twenty dollars, of nine-tenths fine gold and of standard weight (for a ten dollar coin, 258 grains).

Under the law passed in 1910, the Governor-in-Council called upon the Deputy Minister of the Mint for an issue of five and ten dollar gold pieces. The dies for impressing the new coins were brought from England, under the authority of the Royal Mint after the design had been submitted to the Canadian Government and approved. A refinery was put up for treating the gold and the process of turning out the new coins commenced. The metal used in the new money is mostly Canadian, a good deal of it from the Yukon, some from the Maritime Provinces and some from Ontario. It was expected that Porcupine would have contributed some of it, but the Porcupine gold, apparently, went across the border. Canada might, if so disposed, re-coin the gold of other countries, as has been done before now, notably by the United States. As the Canadian standard is the same as the United States, French and German standards, this could easily be done if there were any need for so doing. There does not seem, however, to be any object in following this course, involving, as it does, a slight economic loss. French and English coins were legal tender in the United States for many years after the War of Independence, and much of this gold was re-coined by the United States.

In fixing a standard for the new gold issue, Canada might have adopted the British standard. This was not done. As a result, the gold five dollar now being used in Canada contains 1-100th of a cent fine gold more than if made on the basis of the British standard. Even since 1603, British gold coins have been composed of 916 2-3 parts fine gold out of a thousand, and 83 1-3 parts alloy. Canada's gold coins are nine hundred parts fine gold and one hundred alloy. Working that out we find that in a million dollars of Canadian gold coins there will be twenty dollars of pure gold more than in a million dollars of gold coins struck on the British standard. The difference is there simply as a matter of convenience in minting. It is a step to overcome an impossible decimal. For example, a five dollar gold piece on the British standard would have a fine gold content of 116.097531678 grains, which, for minting purposes, would be a pretty difficult proposition. Under the Canadian Currency Act a five dollar gold piece has a fine gold content of 116.1 grains in a total weight of 129 grains, a measurable weight.

Now in Circulation.

The new gold is already in circulation, minus the first of those struck at the Mint which have been placed in the Victoria Memorial Museum as the gift of the Minister of Finance. There is no special limit to the issue, which will probably amount for the present to a couple of millions, and will be increased as the demand for it grows.

One of the advantages claimed for the new gold currency is that it will pass in the United States at par, which is a reasonable expectation inasmuch as the gold standard is the same in both countries and as United States gold has been legal tender for so long a time in Canada. At the same time, it is only an expectation, no arrangement having been made for the acceptance of Canadian gold in the United States.

The first test of the gold money will be made next year in the annual Trial of the Pyx. The Trial of the Pyx in England is conducted by members of Goldsmiths' Hall. It consists of a carefully weighing on delicate scales of coins selected at random as they have been struck, the object being to determine that they are within the weight prescribed by the Currency Act. This done, they are assayed to determine the degree of fineness, and the result is published in an official proclamation. There is in Canada no corporate body corresponding with Goldsmiths' Hall, and the Trial of the Pyx is conducted by a commission of export metallurgists selected by the Government.

THE VALUE OF NATURAL GAS

Waste Should be Prevented by Legislation*

NATURAL gas has many advantages as fuel and as a source of power. It is cheap, efficient, clean, and it is easily transported for use in the vicinity of the fields. By reason of its unstable and fugitive nature, however, it has frequently been recklessly wasted, both in Canada and the United States.

The most valuable uses for natural gas are for the development of power and for domestic purposes. It is estimated that with gas at 12 cents per thousand, electric power can be developed as cheaply as it can be generated by water power at Niagara. In Canada, the producing gas wells are situated in the counties of Welland, Haldimand, Norfolk, Kent, Essex, Bruce and Brant, in Ontario; at Moncton, N.B., and at Medicine Hat and vicinity, in Alberta. The cost of this gas, as sold, varies from ten to forty cents per one thousand cubic feet in Ontario, to about five cents per one thousand cubic feet (in quantity) in Alberta. It follows, therefore, that electric power can be generated in a portion of Alberta at one-half the cost at Niagara.



The photo shows a burning gas well at Pelican Portage, Alberta. This well has been burning and wasting gas for the last thirteen years. Although there is, at present, no market for this gas, the photograph demonstrates the possibilities of waste under existing laws. No one can doubt that, in the near future, there will be an enormous market for this valuable mineral resource.

*(Material Furnished by Commission of Conservation.)

The history of the natural gas in Canada has been similar to that in the United States. In both countries, its discovery has, in nearly every case, been incidental to the search for oil and has been at first regarded as a nuisance by the oil driller. For many years in the exploitation of the great Appalachian oil fields in Pennsylvania and West Virginia, it was permitted to go to waste until its enormous industrial value was discovered. Now, however, the gas is used to furnish fuel and power to the many industrial establishments of Western Pennsylvania and Eastern Ohio. In 1885-6 the great gas fields of Ohio and Indiana were discovered, and the same disgraceful history was repeated. A few years later the Kansas-Oklahoma fields were discovered, and there the same history was, in a measure, repeated, although the value of the gas was more promptly appreciated and the industrial development was correspondingly more rapid.

Let us see what the history has been in Canada, and note what should be done in order to prevent the waste of such a valuable natural resource.

In the past, enormous quantities of natural gas have been wasted, both in Eastern and Western Canada. In a gas field, a careless driller may either lose control of the well through carelessness or ignorance, or abandon the same without plugging it. Not only is his own property destroyed in this way, but the surrounding area is also drained, thus injuring the entire community through the negligence of a single individual. His acts thus become a matter of public concern and a proper field for legislative control. The Province of Ontario has reduced the waste of natural gas to a minimum by causing all abandoned wells to be plugged, and by levying a tax of two cents per thousand feet, with a rebate of 90 per cent. when the gas is used in Canada.

Large quantities of gas, with oil, have been "struck" in New Brunswick, and it is necessary also that this province make statutory provisions in order to prevent any waste of gas that may arise incident to oil production.

GRAND TRUNK PACIFIC.

Engineer Bouillon of the Grand Trunk Pacific has stated that he has no doubt the plans of that railway with regard to its terminals at St. John will be carried out along the lines laid down by the late President Charles M. Hays, if not upon an even larger scale.

WAR ON THE UNION LABEL.

The National Manufacturers Association, at its annual meeting in New York in May, passed the following resolution against the "closed shop" in the printing trade:

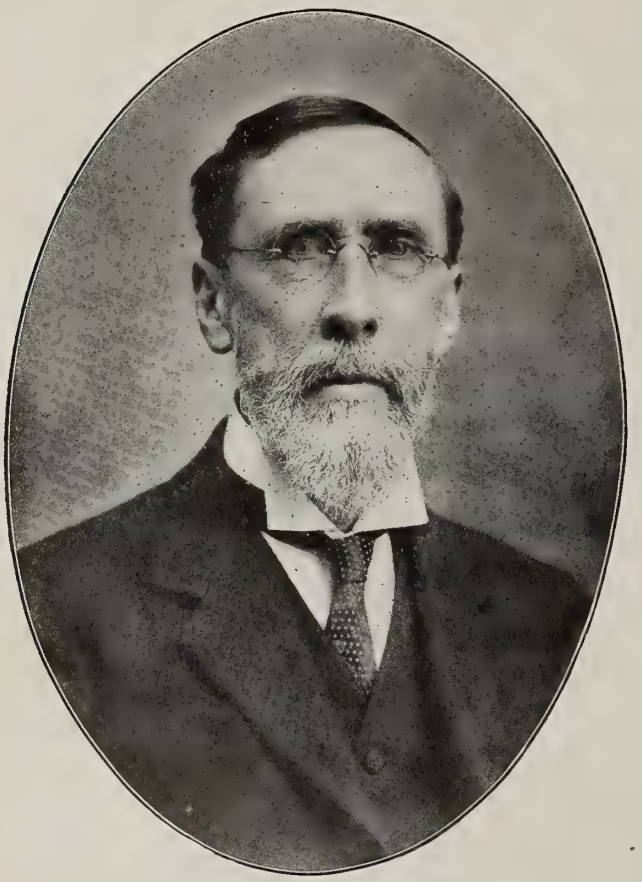
"As the presence of a union label on printed matter is an indication that this emanates from a shop closed to non-union printers, it represents a discrimination against a great class of American workmen that should be the concern of every man who believes in an equal opportunity to labor. The committee advises those who believe in the principles of the 'open shop' to return union label printing marked with appropriate comment and to give patronage to printing concerns ignoring the union label."

THE IMPERIAL TRADE COMMISSION

By Arthur R. Ford

The Members will Visit the Self-Governing Colonies of the British Empire to Investigate and Report Upon Their Natural Resources, Their Manufactures and Their Transportation Problems. The Object is to Promote Trade

ON May 31 Hon. George E. Foster, Minister of Trade and Commerce, left for England as Canada's representative on the new Imperial Trade Commission, which has been formed to study the commercial relations and problems of the Empire, and to suggest methods for binding closer together, in ties of trade, the Overseas Dominions and the Mother Country. The first sitting of the Commission will be held in London early in June. It is expected that the Commission will visit all the self-governing Colonies, Canada, South Africa, Australia and Newfoundland. India is not represented on the Commission and will not likely be included in the scope of the Commission, nor are the Crown Colonies represented. Australia will likely be the first country visited, and it is expected it will be three years before the report will be ready for publication.



The Hon. Geo. E. Foster.
Minister of Trade and Commerce for Canada.

Rt. Hon. Lewis Harcourt recently announced in the House of Commons the personnel of the Commission, which is as follows:

Great Britain—Lord Inchape, chairman; Sir Rider Haggard, Sir Edgar Vincent, Sir Charles Owen, T. Garnett and William Lorrimer.

Canada—Hon. George E. Foster, Minister of Trade and Commerce.

Australia—Donald Campbell, formerly member of the South Australian Legislature.

Newfoundland—Sir W. Bowering, member of the Executive Council.

South Africa—Sir Donald de Villiers Graaf, Minister of Posts and Telegraphs.

New Zealand—Sir Joseph Ward, ex-Premier of New Zealand.

W. A. Robinson, who was secretary of the last Imperial Conference, is to be secretary of the Commission.

The Origin of the Commission.

This Commission, which should be able to accomplish a practical work in promoting better trade relations with the Empire, is the outcome of a resolution which was passed at the last Imperial Conference held in 1911. There were several resolutions moved at the Conference. One by Australia was as follows:

"That this Conference, recognizing the importance of promoting fuller development of commercial intercourse within the Empire, strongly urges that every effort should be made to bring about co-operation in commercial relations and matters of mutual interest.

"That it is advisable, in the interests both of the United Kingdom and of the British Dominions beyond the seas, that efforts in favor of British manufactured goods and British shipping should be supported as far as practicable."

Sir Wilfrid Laurier said that the Government of Canada had perfect sympathy with the objects to be obtained by these resolutions, but it was difficult to secure improvement in the trade relations between the Dominions and the United Kingdom unless they possessed more information than they had at present. He, therefore, thought that the first thing to be done was to institute an enquiry, and with this object he proposed the following resolution:

"That His Majesty should be approached with a view to the appointment of a Royal Commission, representing the United Kingdom, Canada, Australia, New Zealand, South Africa and Newfoundland, with a view to investigating and reporting upon the natural resources of each part of the Empire represented at this Conference, the development attained and attainable and the facilities for production, manufacture and distribution of trade of each part with the others and with the outside world, the food and raw requirements of each, and the resources thereof available, and to what extent, if any, the trade between each of the different parts has been affected by existing legislation in each, either beneficially or otherwise."

The Australian resolution was dropped, and this resolution unanimously passed. It is self-explanatory as to the aims and objects of the new Commission.

The delegates from all the kingdoms expressed themselves strongly in favor of the proposal. Rt. Hon. Lewis Harcourt, however, added a clause which read as follows:—"And by what method consistent with the existing fiscal policy of each part, the trade of each part with the others may be improved and extended." Mr. Harcourt contended that the addition

would show that the Commission was not intended to make recommendations as to the policy of the Dominions or of the Mother Country. On these lines the Commission would serve a most useful purpose and put the whole Empire in a better position for future co-operation.

Both Premier Fisher of Australia and Premier Sir Joseph Ward of New Zealand thought the proposal met the position in a very practical way. General Botha of South Africa and Sir E. Morris of Newfoundland also expressed themselves heartily in favor of the whole proposal.

Premier Asquith added that the proposed Commission would be an advisory body with a reference as wide as words could make it on all matters connected with trade, commerce, production and intercourse between the different parts of the Empire. But it would not be a Commission to suggest or state a policy to any part of the Empire. In matters of policy, the United Kingdom and the several Dominions were and must remain, each master in its own house and every self-governing State in the Empire must pursue such a fiscal policy as in the opinion of the majority was for the time being best suited to the requirements and conditions of their country.

The Members.

Just a word as to the English members of the Commission:

Lord Inchape, the chairman, has only recently been raised to the peerage, and is better known as Sir James Lyle Mackay, a Glasgow man, who has an enormous trade with India, China and the Far East. He has had special experience in railway and shipping problems and was chairman of the Commission which investigated the Shipping Trust. He is considered a strong man, and is one of the leading merchant princes of the United Kingdom.

Sir Rider Haggard is best known in Canada by his romantic novels. However, for many years he has made a study of agricultural and rural problems, and will bring to the Commission a knowledge from many years' thought on such questions.

Sir Edgar Vincent is a well-known British diplomat, and has been one of the men responsible for the regeneration of Egypt. He was president of the Council of Ottoman Public Debt in 1883, and was financial adviser to the Egyptian Government for six years.

Sir Charles Owen is one of England's leading practical railroad men, and is general manager of the London and Southwestern Railroad.

Thos. Garnett is one of England's leading cotton manufacturers. He is head of the firm of Messrs. Thos. Garnett & Sons, cotton spinners, of Clitheroe, and is a director of the Manchester Royal Exchange.

William Lorrimer is a big railroad and iron man, and is a director of the Glasgow & Southwestern Railway Co. and chairman of the North British Locomotive Co. of Scotland.

As for the overseas representatives, Canadians need no introduction to Hon. George E. Foster, representative of the Dominion on the Commission. The representatives of the other Colonies are all prominent men, who have taken a keen interest in the development of the commerce of their own Dominions, as well as that of the Empire as a whole. The progress of the Commission will be watched with keen interest by Canada.

EEL RIVER LIGHT AND POWER COMPANY.

Among new power projects in New Brunswick is that of the Eel River Light and Power Company on the Upper St. John, which expects, before next fall, to be furnishing to the Canadian Pacific Railway at McAdam, and which also has propositions before the civic authorities of St. Stephen and Fredericton.

CHANGES NEEDED IN PATENT ACT

Editor's Note.—This is the second article of a series of four, prepared by Marion & Marion, consulting engineers and patent attorneys, Montreal, setting forth the changes which they claim should be made immediately in the Patent Act. The second and third articles will appear in early numbers of INDUSTRIAL CANADA.

The second change needed in the Patent Act is:—Substitution of interference proceedings within the Patent Office in lieu of the present arbitration proceedings under section 20 of the Patent Act, or the corresponding Exchequer Court practice.

According to section 20 of the Patent Act, two or more co-pending patent applications, each claiming substantially the same invention, must be declared to interfere. After such declaration, if the applicants decide to contest the question of priority, they must resort either to the Exchequer Court or to arbitration proceedings, outside of the Patent Office. Either course burdens the applicant with heavy expenses. If he should resort to the Exchequer Court (which seems never to have been done), he will require both the services of an advocate, and the services of a patent attorney —the patent attorney to guide and direct the examination conducted by the advocate. It is only in very rare cases that an advocate is available who has a sufficient knowledge of patent law to conduct the case without the services of a patent attorney. Even in such cases, the advocate would probably call in a patent attorney for certainty, just as a family doctor will always call in a specialist in any unusual case.

Suppose, on the other hand, that the parties elect arbitration, as is usually the case. Then each applicant (if there are two) must appoint an arbitrator to hear the testimony and arguments and examine the records, etc. The Commissioner of Patents then appoints a third arbitrator, whose salary and expenses are to be borne equally by the contestants. In addition to his arbitrator, each party must provide himself with an advocate to present and argue his case before the arbitrators. Thus, each contestant is burdened with the expense of one arbitrator, one advocate, and one-half of the expense of a third arbitrator. This much, simply as to the matter of expense thrown upon the applicants.

Interferences Are Few.

There are not a great number of interferences existing at any one time. In fact, they are only of occasional occurrence. The resulting arbitrations, of course, are even less frequent. The natural result is that there are really very few persons properly qualified to act as arbitrators. Even members of the patent law profession take part in very few arbitration proceedings during their entire career. Thus, it is very probable that the arbitrators in a case may be acting as arbitrators for the first time and practically inexperienced. The result, of course, may very well be an erroneous decision, causing irreparable injury to the party who should have been successful. Yet, such decision is final and cannot be appealed from. It would seem advantageous both to applicants and to the Patent Office to provide some way by which this burdensome expense might be considerably lessened while at the same time insuring the competency of the parties charged with determination of interferences.

All interferences originate in the Patent Office, of course. The question of expenses of an interference is determined by the examiner. Each examiner must, of course, be familiar with the requirements by which the existence or non-existence of all interferences is determined. Likewise, each examiner is skilled in patent matters and may readily appre-

ciate and understand the bearing of the various points raised and argued in interference proceedings. It would certainly seem safer to provide within the Patent Office for the determination of interference proceedings, rather than leave such vital questions to the determination of less experienced persons. Furthermore, by providing for the determination of interferences within the Patent Office, it would be possible to establish and follow a regular and uniform practice, with prior decisions as a reliable guide for the various points arising. The Patent Office and patent attorneys could then have ready access to the previously decided cases as precedents. Such access and guidance is impossible under the present practice. The natural consequence is great uncertainty and lack of uniformity among the various decisions on the same or similar contested points.

Priority of Interference.

Furthermore, the question of priority in interference cases is one of such great importance that at least one appeal should be allowed to the unsuccessful party. All other reasons for refusing a patent are appealable to the Governor-General-in-Council, under section 19 of the Patent Act. It would certainly seem that the refusal of a patent on the ground of priority of invention is as much entitled to the right of such appeal, as any other reason for refusal. Suppose, for instance, that a patent is refused in all details on the ground of anticipation, and an appeal is taken. Then suppose that the decision, on appeal, is modified to such extent that limited claims on certain specific features are considered patentable; the case is then remanded for further action and the patent issued. Thus, the corrective effect of an appeal will save to the applicant at least a small amount of protection, whereas he would have had no protection whatever under the original decision. Now, suppose two interfering applications. Interference, of course, presupposes approximately simultaneous developments along the same general line. This, of course, is more natural and most usually occurs in industries which are being widely, rapidly, and carefully developed, resulting in the working of many minds along the same general line, thus giving the increased general opportunity for approximately simultaneous creations of very similar constructions. Likewise, both devices of the interference being the outgrowth of developments in the same general industry, it stands to reason that the contestants probably bear the same relative positions to one another in the manufacturing world, as they bear to one another in the interference competition. In such case, a decision completely refusing the grant of a patent to one of the contestants may prove a great injury and a severe business handicap, as is obvious. Suppose, as is quite possible, that such decision should be entirely erroneous, due to misinterpretation or misconstruction on the part of inexperienced arbitrators. At present, there is no way to avoid such a danger. Should interference proceedings within the Patent Office be substituted for the present method, the inexperience of arbitrators would be avoided. Should an appeal to the Governor-General-in-Council be provided for, as it is in all other cases of refusal to grant patent, its corrective effect would be invaluable.

It would seem that great advantages would accrue to the applicants, to the Patent Office, to the patent law profession, and to manufacturing patentees, by having all interferences decided within the Patent Office, where they originate, and by men experienced in dealing with interference; and by having the decision of the Patent Office in such cases appealable to the Governor-General-in-Council, just as the Patent Office decisions on the refusal of patents for other reasons are thus appealable.

CANADIAN PACIFIC RAILWAY COMPANY---TO SHIPPERS

Circular O. D. No. 949

Now that navigation on the Great Lakes is open, the attention of shippers is drawn to the importance of showing on their shipping bills the value of their shipments for marine insurance purposes.

Rates to Port Arthur, Fort William and points west thereof, include ordinary marine risk, but in order that the railway company may place proper insurance, it is necessary that shippers show the total value of each consignment on the face of the shipping bill.

Rates to Sault Ste. Marie, Lake Huron and Georgian Bay ports are exclusive of marine insurance. This company will be prepared to insure westbound shipments destined to these points against ordinary marine risk on shippers' account, at a rate of 15c. per $100 shippers' valuation; minimum premium for a single consignment 15c. Where shippers desire that marine insurance be effected, it will be necessary for them to so indicate by noting on their shipping bill, "Insure for $....."

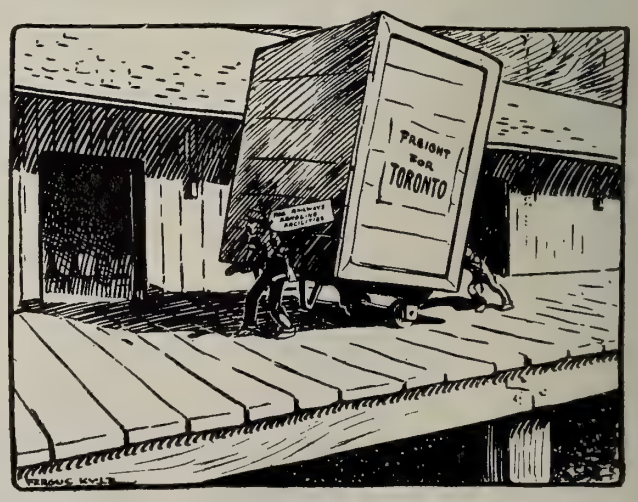
When shippers do not endorse their shipping bills covering freight destined to Sault Ste. Marie and intermediate ports of call on Georgian Bay and Lake Huron "via Lake and Rail" or "All Rail," **the shipments will be held at shipping point until definite routing instructions are received.** This is necessary for the reason that the rates to Sault Ste. Marie, Lake Huron and Georgian Bay ports do not include marine insurance.

Shippers are, therefore, particularly requested to, in every case, show on shipping bills the value of shipments destined to Port Arthur, Fort William and points beyond, and also to show the value of shipments destined to Sault Ste. Marie, Lake Huron and Georgian Bay ports, where it is desired that this company effect marine insurance.

M. H. BROWN,
Division Freight Agent.

THE LATE JAMES HAY.

The Association has lost an esteemed member, Mr. James Hay, of Hay & Company, Woodstock, Ont., who died suddenly at his home on May 2nd. The deceased was not only prominent in business, but also in municipal politics, having been mayor of the city for two terms, in addition to serving several years as councillor and deputy-reeve.



It's the Same in Other Cities.—*The Toronto Globe.*



Scotch Immigrants, photographed immediately after their arrival in Canada. They look happy and prosperous and will make excellent citizens. Scotland's loss is Canada's gain.



Dutch Immigrants who will make homes for themselves in Canada. The Dutch are perhaps the most industrious and thrifty people in the world. Canada wants many of them.

TAFT AND ROOSEVELT VERSUS CANADA

When Presidential Candidates Disagree, Canada Learns the Real American Attitude Towards Reciprocity. Both Wanted to Make this Country an Adjunct of the United States and to Transfer our Important Business to New York and Chicago

IT is doubtful if any statements made by public men of foreign countries have been weighted with more significance to Canada than those published by President Taft in an address at Boston, Mass., on April 26th, when he read the correspondence which passed between him and Theodore Roosevelt on the question of reciprocity. Perusal of these remarkable letters, written with the frankness of friendship, should convince Canadians of all classes that September 21st, 1911, was a turning point in the history of this country. The letters speak for themselves.

(Mr. Taft to Mr. Roosevelt.)

The President's letter was as follows:

" * * * Just at present I am in the midst of reciprocity matters, and it would gratify me a great deal to talk over with you this issue. I have, as you have known, always been a low-tariff and downward-revision man, and the reason why I favored the last tariff bill and praised it as the best one we ever had was: That the consideration of it on its passage and the efforts of those who defended it afterwards to show that it was a downward revision were all a concession by the Republican party that downward revision was necessary, and that the rule upheld by Shaw and Cannon and other standpatters of the orthodox type that no tariff could be too high, because what you needed was a Chinese wall, had been departed from. Now, the probability is that we shall reach an agreement with our Canadian friends by which all natural products—cereals, lumber, dairy products, fruits, meats and cattle—shall enter both countries free, and that we shall get a revision—not as heavy a one as I would like, but a substantial one, and equivalent certainly to the French reciprocity treaty, and probably more—on manufactures.

" The truth is that **the minute that we adopt in convention the proposal that our tariff should be measured by the difference in the cost of production, we necessarily adopt a rule which would lead us straight to reciprocity in natural products with Canada, because the conditions in the two countries are so similar that there is substantially no difference in the cost of production.** Possibly labor is slightly lower in some parts of Canada than in the United States, but it is also higher in some parts, and **the adoption of free trade would rapidly increase the cost of labor in those parts where it is cheaper in Canada,** so that the conditions would be the same.

" It might at first have a tendency to reduce the cost of food products somewhat; it would certainly make the reservoir much greater and prevent fluctuations. **Meantime the amount of Canadian products we would take would produce a current of business between Western Canada and the United States that would make Canada only an adjunct of the United States. It would transfer all their important business to Chicago and New York, with their bank credits and everything else, and it would increase greatly the demand of Canada for our manufactures.** I see this is an argument against reciprocity made in Canada, and I think it is a good one.

" The proposition is to make an arrangement by which we shall present to both Houses of Congress an identical bill, and pass it as an agreement for joint legislation. In this way we would avoid the necessity for two-thirds in the Senate, and would secure at once the consent of the House, which in tariff matters is generally regarded as necessary, at any rate. This will cause a great commotion, I presume. It will be unpopular in New York because of certain lumber-manufacturing interests and the dairy interests. It will be unpopular in Minnesota because of wheat; but, on the other hand, free lumber will be popular in some places, and **as it includes free paper and free wood pulp we may count on the fairly good support of the press.**

" This letter, of course, I must ask you to regard as confi-



WOODEN-HEADED TENACITY.

The Washlady: "The shirt's a wreck, but d'ye mind how the clothes pin sticks til it."—*Toronto World.*



A Bad Break.—*Toronto World.*

dential, though I would be glad to have you discuss with your colleagues on *The Outlook* such a proposition, and should be glad to hear from you as to your judgment of it. I think it may break the Republican party for a while. As Elihu Root said when I talked with him yesterday, it may be an entering wedge against protection, although it is not inconsistent with the principle of protection as we laid it down in Chicago. Of course, it will be said against it that we are taking agriculture and making it suffer first before we tackle wool and cotton. The bill is not likely to pass the present Congress, and before the new Congress comes together I think I shall be able to make some recommendations as to the wool and cotton schedules and present a problem to the Democrats which they are not likely to find an easy one. At least, it will show the hypocrisy of some people. Of course this is no ground whatever for introducing and pressing such a measure. I believe it to be right, and if it leads, on the other hand, to a reduction in wool and cotton manufactures to the lowest figures and to what is a real measure of the difference in the cost of production, so much the better.

"I shall be glad to hear from you as soon as you conveniently can write on this subject, because the matter is just at hand, and it is quite likely that within ten days we shall reach an agreement."

(Mr. Roosevelt to Mr. Taft.)

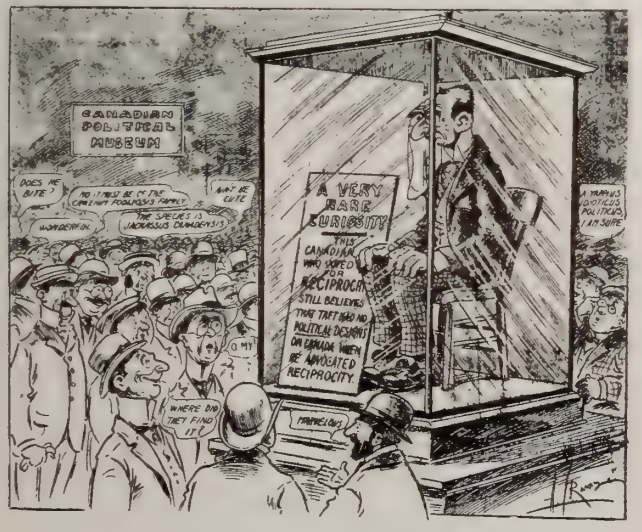
Mr. Roosevelt's reply was:

"I at once took in your letter and went over it with *The Outlook* editors.

"It seems to me that what you propose to do with Canada is admirable from every standpoint. I firmly believe in free trade with Canada for both economic and political reasons. As you say, labor cost is substantially the same in the two countries, so that you are amply justified by the platform. Whether Canada will accept such reciprocity, I do not know, but it is greatly to your credit to make the effort. It may damage the Republican party for a while, but it will surely benefit the party in the end, especially if you tackle wool, cotton, etc., as you propose."

MUNICIPAL ADVERTISING.

Excellent booklets issued by Saskatoon, Weyburn, Prince Rupert and St. Hyacinthe have been received by INDUSTRIAL CANADA. They are publications which reflect credit upon the cities mentioned.



A Curiosity.—*Montreal Star.*

GAS AND OIL.

The gas and oil fields in Albert County, New Brunswick, will soon be the scene of great activity. Maritime Oil Fields, Limited, has sent instructions from the head office in London to begin boring for oil and gas at once on twice as large a scale as last year, and it is expected many new wells will be opened up. Gas from the present wells is being piped to Hillsboro' to supply the large new plaster works of the Albert Manufacturing Company, and also for domestic use in Hillsboro'. In Moncton, the price of natural gas has been fixed at 40c. per 1,000 ft. for domestic use, 17c. for use under boilers for power, 27c. for gas engines, or 22c. if not less than 75,000 ft. per day is used. New Brunswick Shales, Limited, in which Sir William Mackenzie is interested, is making active preparations for development of the oil shales in Alberta County. Their plant, when in full operation, will employ over 2,000 men.

WINTER PORT BUSINESS OF ST. JOHN.

Work has been begun on the new wharves to be built under Government contract at West St. John, and this work, with that which will be done by the Canadian Pacific Railway in preparing the site for its new elevator and other terminal facilities, will call for a large expenditure of labor this year. With regard to the trade of the winter steamships at the port of St. John during last season, the total value of exports is nearly $3,000,000 greater than the total for the whole of last season. It is expected the final figures for this season will show the value of exports to be about $30,000,000, of which considerably more than one-third is represented by United States products brought to the Canadian winter port for shipment. Nearly 8,000,000 bushels of grain have gone forward during the past winter.



"Water, Water Everywhere, and not a Drop to Drink."
—American Economist.

A CALL FROM MACEDONIA*

By E. P. Heaton

Manager Insurance Department C.M.A.

Why is Canada Burning up More Rapidly than the United States? The Average of all Losses over $10,000 in the United States is $63,000, while the Canadian Average is $91,750. Who Feeds the Fire Bugs? International Co-operation Needed

A day or two after I accepted the request of the committee to address this Convention I was at lunch in one of our quiet Toronto retreats, when my eye fell on one of those illuminated quotations which are now so much in evidence wherever one goes. It seemed to mockingly taunt me for my audacity in agreeing to face a company of men so distinguished in the world of Fire Engineering and the Science of Fire Suppression as gather at these notable meetings, and my courage almost deserted me. This was the couplet that burned itself into my memory:—

A wise old owl lived in an oak,
The more he heard the less he spoke;
The less he spoke the more he heard;
Why am not I more like this bird?

While I have been much agitated since over the question asked in the quotation, this in a measure subsided as I tried to develop the thought underlying the title of the address, not that I have any impression that I can contribute to your knowledge, but because under what your Secretary has been pleased to term a "cryptical and curious" title I have the opportunity, as a Canadian, of bringing Canada to your closer attention.

Let me make it quite clear that I am not charged with any mission, and that I am not authorized to speak on behalf of anyone else; I appear solely as representing one of your seven active members in Canada, bearing as my message the Macedonian cry of old—"Come over and help us." At the last Convention in New York I was distinctly lonely and made to feel, undoubtedly without design, that as a Canadian I was out of touch with my environment. I am going to tell you why, because you will then be the better able to understand and appreciate the "motif" underlying this paper.

Canada Outside Looking in.

I listened with a great deal of interest a year ago to the statesmanlike address of President Merrill, and cordially agreed with the remark made by Mr. Goddard in moving its acceptance, that it was "a very efficient and concise summary of the objects for which the Association was organized, and of the work it had done in the past fifteen years." Nevertheless, in that splendid address there was an omission that jarred my susceptibilities; later, in the published proceedings, I read and now quote from the opening sentence the following remark:—

> "Fifteen years is a brief space of time in the history of an organization; it is briefer in the history of a nation. Yet for our country, this period includes the San Francisco, Baltimore, Chelsea, and Bangor conflagrations," etc.

For *my* country, Ottawa and Hull in 1900, Montreal in 1901, Toronto in 1904, Fernie and Three Rivers in 1908, and Campbellton, N.B., in 1910, all stood out prominently as representing calamities equally as great to us as those which found special emphasis in President Merrill's address. Do you wonder that the absence of all reference to these outstanding Canadian events made me feel that the northern half of this great country was either too insignificant to entitle it to notice, or the alternate view that the National Fire Protection Association was too much engrossed with the tremendous importance of affairs in the great world of the United States to think of the small boy endeavoring to hew out for himself a path in the territory embracing the Dominion of Canada?

The Canadian Crusoes.

At the New York Convention, too, I sat for a while beside the President of the International Association of Fire Engineers. You received a report from Mr. Bruen, of his visit to the Syracuse Convention of that Association as your delegate. It so happened that John Thompson, the President of that Association for the year, was a fellow-Canadian, and he, equally with myself, felt that the atmosphere of the Waldorf Astoria was somewhat frigid, and that we found ourselves in a position of "splendid isolation."

The President, in delivering his annual address at the Convention of 1905, made this clear-cut pronouncement: "The Association can now be considered truly a 'national' Association." The work that has since been accomplished is conclusive proof that you are fulfilling your mission in a substantial and effective manner, yet I fancy your platform is broader and your horizon wider than the most liberal interpretation of the term "national" implies, or that your activities, be it said with all deference, would lead one to assume constituted the length, breadth and depth of your aims and purposes.

The Appeal of Macedonia.

In the record of the vision that appeared to Paul, with which every one is familiar, a man of Macedonia was seen appealing for help. Notwithstanding the high cultivation of Grecian art, and the beautiful fancies of Grecian mythology, the people of Northern Greece found themselves in utter darkness, nor knew not where to obtain anything better. There had, however, apparently come to them from across the Ægean Sea the report of wonderful occurrences in Asia, and the picture that is before the mind's eye is that of impotence with outstretched hands intensely importuning help from those competent to bestow it. The vision itself may be primitive mythology, yet I am bold and sanguine enough to use it as typifying the position I am at this moment occupying, as I try simply, though, perhaps, superficially, to show you Canada's need of this Association's immediate inspiration, leadership, and earnest co-operation in extending the propaganda you are so successfully conducting in the United States.

One must be careful not to strain after effect by forcing an analogy along too many parallel lines, and, as a matter of fact, I have indulged in this brief digression to remark that, while Canada sadly needs assistance in meeting the problems

An address delivered before the Annual Convention of the National Fire Protection Association at Chicago, May 14th, 1912.

that are the fundamentals of this organization, unlike Macedonia of old, she has not fallen a prey to any conquering Roman horde but retains her individuality as a young, virile, aggressive nation, sharing with her great neighbor to the south the good government and proper protection of the people and property of those who dwell on the North American Continent.

Many Conceptions of Many People.

To some of you, Canada will appeal as a forlorn sportsman's paradise; to others it will be remembered for its forceful, yet none the less kindly, rejection of a recent offer of reciprocal trade relations; to some it will offer the opportunity of increasing revenues or fields ripening for commercial development, but to every one the trend of modern conditions will portend a repetition of the difficulties and troubles which the United States has already met in manifold forms, and divers ways; history will surely repeat itself. And, sir, a most alluring path is open if it were opportune to tread it, for the consideration of many problems arising from the political and economic relations existing between Canada and the United States as next door neighbors, but we are now only interested in getting you to understand how we up north stand in relation to the one great problem expressed in the second clause of your constitution as the object for which the National Fire Protection Association stands.

You are accustomed to startling figures in dealing with the subject of the fire waste on the North American Continent, and your President and Secretary have such gifted capacity to express its horrible extent in picturesque and effective language that I hesitate in their presence to mention the subject. I cannot, however, wholly ignore the matter if I am to impress you with Canada's position and need, and I think I can best accomplish my purpose by two or three simple comparisons.

Gone Up in Smoke.

In the four years ending 1911 the New York "Journal of Commerce" estimates the economic loss to both countries by the complete and absolute obliteration of property at a little over nine hundred and ten millions of dollars. This is divided as follows:

United States	$832,005,795
Canada	79,674,105
Total	$911,679,900

On the basis of the average population of the four years, the per capita loss is:

United States	$2 45
Canada	3 07

I realize that the per capita computation applicable to the United States is less than is usually stated, but in all conscience it is bad enough and we need not waste valuable time questioning whether it should be $2.45 or $3.00. I am afraid there is no room for disputing the conclusion that if the United States record is bad, that of my own country is worse, to a degree that is absolutely deplorable.

From the same authority, and I think it right to admit that we owe much to the "Journal of Commerce" for reasonably accurate information, I find that in the same period of four years there occurred 14,037 separate and distinct fires, involving a loss of $10,000 and over in each case. These fires originated as follows:

United States	13,168
Canada	869
Total	14,037

In other words, the United States had one fire exceeding $10,000 in amount for every 39,000 of its population, and Canada one for every 33,000 of its population.

Another General Comparison.

The average amount of loss sustained in each fire in the two countries is rather startling, and while it is hardly desirable to read the summary I now give for purposes of record, I will briefly refer to the salient points, leaving the details to be considered at your leisure if any of you are sufficiently interested to further examine the record:—

Month.	No. of Fires.	Aggregate.	Ave. No. per Mo.	Ave. Amt. per Month.	Ave. Amt. per loss.
January	1,331	$81,060,700	333	$20,000,000	$61,000
February	1,156	64,309,000	290	16,000,000	56,000
March	1,155	77,156,900	289	19,250,000	67,000
April	1,141	77,801,100	285	19,250,000	68,000
May	973	66,450,300	244	16,500,000	68,000
June	940	58,944,350	235	15,000,000	63,000
July	1,044	66,680,200	261	16,500,000	64,000
August	990	63,783,345	247	16,000,000	64,500
September	959	55,991,500	240	14,000,000	58,000
October	1,147	87,069,000	287	22,000,000	76,000
November	1,116	60,804,550	279	15,000,000	54,500
December	1,216	71,954,850	304	18,000,000	60,000
United States	13,168	$832,005,795	275	$17,300,000	$63,000
January	104	$8,354,750	26	$2,100,000	$80,000
February	59	2,216,050	15	550,000	37,500
March	58	3,397,100	14	850,000	58,000
April	72	3,975,550	18	1,000,000	55,000
May	90	6,336,450	22	1,500,000	70,000
June	70	8,879,150	17	2,200,000	125,000
July	77	16,623,500	19	4,150,000	215,000
August	70	9,995,855	17	2,500,000	140,000
September	52	3,516,150	13	900,000	70,000
October	64	4,552,350	21	1,125,000	70,000
November	75	5,925,950	19	1,250,000	65,000
December	78	6,901,250	19	1,750,000	90,000
Canada	869	$79,674,105	19	$1,660,000	$91,750

A Summary.

	No. of Fires.	Aggregate.	Ave. No. per Mo.	Ave. Amt. per Mo.	Ave. Amt. per loss.
U. S.	13,168	$832,005,795	275	$17,300,000	$63,000
Canada	869	79,674,105	19	1,660,000	91,750
Total	14,037	$911,679,900	294	$18,960,000	$65,000

These Statements Show

1st. That the average of all losses over $10,000 in the United States is $63,000 while the Canadian average is $91,750.

2nd. That the maximum average was reached in the United States in the month of October when it was $76,000, while in Canada July has contributed an average of $215,000. The higher average for October in the United States is easily, however, accounted for, as in that month of 1910 Idaho, Montana, and Minnesota forest fires are debited with $15,000,000.

3rd. That, so far as the United States is concerned, the months outside of October average up fairly evenly, but in Canada the cold months of December and January, and the months of heat and drought of June, July and August by their

abnormal contributions to the fire record raise the entire average for the year as previously mentioned.

Loss of Life Greater in Canada.

May I now very briefly state that in the matter of loss of life from fire, the record places Canada in an equally unfavorable light. In the four year period I have used in the fire table, the fatalities have greatly outnumbered the fires of $10,000 or over; more than one thousand lives have been prematurely snuffed out, and the most unfortunate part of it is that each year has shown an increase larger than is represented by the proportionate growth of the country. In 1911 the fatality list reached 317, while in the same year there were only 200 fires of more than $10,000. I am not able to make any comparison between the United States and Canada in this respect; it is perhaps hardly necessary to do so—the mere statement of fact is, of itself, of sufficiently startling interest and importance.

It is probably quite superfluous to say that the first four months of 1912 stand out conspicuously as exceeding, in both material points, the corresponding period of any previous year —January making a record in the United States and in Canada that will, it is hoped, long retain its supremacy.

The Question.

Can we reach any other conclusion than this: If conditions in the United States are such as to call forth the herculean efforts you are making to combat a tremendous evil, then we in Canada stand in infinitely greater need of the exercise of potential energies in the same direction? If this be true, and there is surely no room for doubt, are we not faced with this issue—what are you doing, what are you going to do, to inspire, direct and lead your active and associate members there into channels of activity that will give to Canada that of which she stands in such urgent need?

Before asking your consideration of one final point, may I interject a more or less personal reference? In one of those poetic and happily phrased addresses, for which Secretary Wentworth has established quite a national reputation, that he delivered two or three weeks ago at Pittsburg, he is reported to have said:

"With the notable exception of that unusually intelligent body, the National Association of Credit Men, many Associations of business men and manufacturers in this country are unwittingly doing as much to increase the size of our annual ash heap as to reduce it."

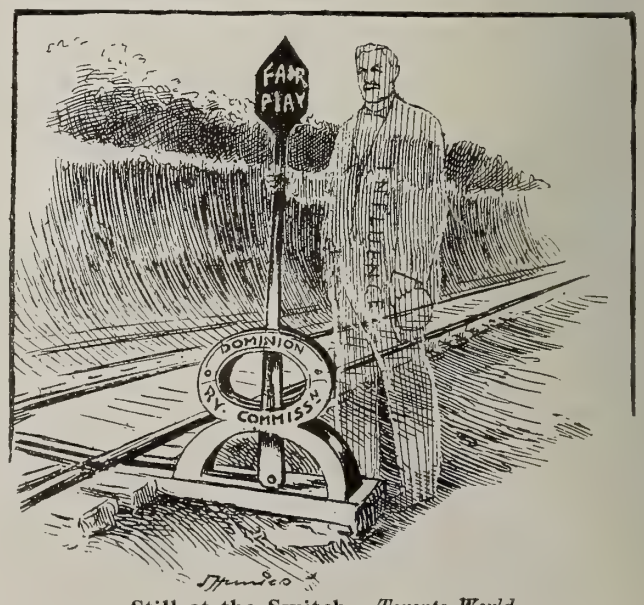
I am taking some comfort now at an expression which earlier offered a cause for disappointment, and I will now accept the narrow interpretation of the term "in this country" as applying to the United States; for, with no uncertainty or equivocation, I would like to make the plain and emphatic statement that, if I thought that charge could be held against the Canadian Manufacturers' Association, I would advise them to shut up their Insurance Department and contribute some proportion of its cost to some other body of men which might be prevailed upon to make an honest effort to remove the stigma that attaches to your country and to ours of a totally unjustifiable destruction of national wealth and resources; any such Association that wittingly or unwittingly helps to increase the fire waste, or, indeed, that does not throw itself into the task of alleviating existing conditions, ought to be decently interred with no hope of a resurrection; on that declaration I stand pat.

Encourages Co-operation.

It has, no doubt, struck you that the platform of the N. F. P. A. is unique in that it engenders co-operation among adverse and opposite interests in a way that cannot be obtained, so far as I am aware, through any other organization. Of your seven active members in Canada five are engaged in determining rates and underwriting conditions; the sixth is a representative professional body, the only one you have in Canada, though you have many such in the United States. The seventh—which I represent—may probably be regarded—indeed, has been so regarded—as antagonistic to the first-named five. We have certainly failed on many occasions to see eye to eye in matters that have been under consideration, and this has naturally tended to prevent our getting together in an effort to grapple with the common and vital problem of the national fire waste; a serious and determined effort in this direction would probably do more to remove causes of friction between us than anything else, and this very desirable co-operation can only be secured through the instrumentality of the National Fire Protection Association. If I am even remotely justified in stating this apprehension, then, Sir, I believe there is laid upon you the responsibility of heeding the call I present, and you must "come over and help us"! Nor is yours the responsibility alone, and despite Secretary Wentworth's "solar plexus" knock-out blow at Pittsburg, the Canadian Manufacturers' Association stands pledged to exert its influence in inspiring a sentiment and conscience on our side of the border to keep pace with the awakening interest in the field under your more immediate control.

It is not within my province at this time either to suggest ways and means by which your active co-operation in Canada may be stimulated and sustained, nor to tell you of the isolated and spasmodic efforts of disintegrated forces in Canada now being carried out in the direction of self-help; nor can I more than indicate that the opportunity is ripe for expansion in your active membership; if you hear the call and respond to it, you will strengthen your own hands and will render a service where I not only believe it will be sincerely appreciated, but where it will meet a general response. I do not need to remind you that Canada's growth involves the assumption of added responsibilities for good government and national ideals; these she must rise to, with or without your aid, and if opportunity knocks at your door and goes unheeded, her manifest duty will be to plow her own lonely furrow.

Let us banish all thought of isolation and cherish the hope that my appeal may lead you to extended activities in the larger sphere; then may your President acclaim with force equal to that of 1905 that the association in scope and effort is truly Inter-National. Come over and help us!



Still at the Switch.—*Toronto World.*

PRINCE RUPERT

PRINCE RUPERT is situated 550 miles north of Vancouver and 40 miles south of the Alaskan boundary. It is in the same latitude as London, and has a climate of the same mean temperature. As the terminus of the Grand Trunk Pacific Railway, its destiny was assured from the beginning.

In 1905 a grant of 10,000 acres of land at Prince Rupert was obtained by the Grand Trunk Pacific Railway Company from the Provincial Government of British Columbia, and 14,000 acres of Indian Reserve land have since been purchased, making a total of about 24,000 acres for the purpose of the townsite and the development of the port. Under the usual conditions of Crown Grants one-quarter of all the land reverts to the Province, as also one-quarter of the water-front after the townsite has been laid out.



Prince Rupert—View of Harbor.



Prince Rupert—Third Avenue West.

The title to the land acquired in the interest of the railway company has been vested in the Grand Trunk Pacific Development Company, Limited, a holding company organized for the purpose, among other things, of exploiting, developing, and disposing of townsite lands along the Grand Trunk Pacific Railway, all of the stock of which is held by the Grand Trunk Pacific Railway Company.

The Dominion Government Hydrographic Survey has made a complete survey of Prince Rupert Harbor and approaches, which shows that the entire harbor, from the entrance to the extreme end of the upper harbor, a distance of 14 miles, is entirely free from rocks or obstructions of any kind and of a sufficient depth to afford good anchorage. The entrance is perfectly straight, 2,000 feet in width at the narrowest part, with a minimum depth of 36 feet at low tide, and for a width of 1,500 feet the minimum depth is 60 feet.

On the opposite shore, mountains slope down to the water. To the northwest, through a channel studded with islands, is situated the famous Indian village of Metlakatla, known on the coast as the "Holy City."

The distance from Liverpool to Yokohama, via Prince Rupert, is 10,031, as against 10,829 miles via New York and San Francisco. Moreover, ships sailing from Prince Rupert pass from the landlocked harbor to the high seas and begin their journey across the Pacific 500 miles nearer the East than a ship would be sailing at the same time from another Pacific port.

According to the Dominion census of 1911, the population is 4,771.



Prince Rupert—View of Section I., West of Fifth Street.

THE SIGNIFICANCE OF SANITARY HOUSING

By Dr. Chas. J. C. O. Hastings

Medical Health Officer of Toronto

Manufacturers are Interested Morally and Financially in the Housing Problem. Slums Produce Few Decent Citizens or Efficient Workers. Prevention is the Ideal. Housing and Town Planning By-laws and Transportation Facilities are Remedies

WE, as a nation, having passed successfully through our infancy and childhood, into a rapidly developing adolescence, with unlimited resources in active process of development, and with a rapidly increasing population, are destined to be the greatest of Britain's Dominions, and the most valuable of Britain's possessions. But we must profit by the experience of the Mother Country, and in fact all the older nations of the world, who have learned that "as wealth accumulates, men decay."

What this Dominion will be twenty-five or fifty years hence, depends for the most part on the boys and girls of to-day, in whose hands the destiny of our country must be placed. We have the climate, and in fact all the conditions necessary for the production of the best physical development, and the highest degree of mentality that can be produced any place in the world. It matters not whether he be an aspirant to the highest medical honor at the hands of the British Empire, a university professorship across the line, the man behind the gun at Bisley, the man at the oars on the Thames, or the man on the battlefield of South Africa, the high mental calibre and physical endurance of the Canadian has always placed him in the front ranks.

Can we afford, then, to permit this kind of material to die and degenerate annually for want of proper care, and then fill the gap with Italians, Russians, Finns, Hungarians, Bulgarians, Scandinavians, etc., whose lives and environments in many instances have been such as are well calculated to breed degenerates?

Health the First Necessity

The first requirement of any individual, says Herbert Spencer, is that he be a good animal. The essentials for the production of a good animal are pure food, pure water, and sanitary homes. Can we hope to produce good animals with food, drink, and homes of such a character that the energy that should be spent on the development of a good body and mind has to be spent in battling with the germs of disease, that have been forced upon them by impure food, sewage polluted water, and unsanitary homes?

The municipal authorities of large urban centres have been living in a fool's paradise, as has been demonstrated by the revelations of slum conditions. All municipalities seem to be fond of saying, with civic pride, "we have no slums." "No slums" is but a synonym for no investigations.

Every municipality in America to-day, with a population of from twenty-five to fifty thousand, has its slums.

A striking instance of this is set forth in the investigations in Milwaukee, following the appearance of a prospectus issued by the Merchants and Manufacturers Association, containing the following extracts:

"Milwaukee is essentially a city of homes. The percentage of laboring people, with their own homes, excels that of any other city in the Union. It has no congested slums or tenement districts."

A new administration, however, coming into power, made investigations, with the following revelations:

Some of the charity workers and newspaper men took Mr. Lawrence Veiller, of New York, through the Italian quarters in Ward 4, after which he said that he had not seen anything worse in New York City.

In the 3rd Ward, conditions were not quite so extensive, but more acute.

Does this Produce Good Workers?

"On one of these trips of inspection through the Italian district," says the narrator, "we came upon conditions which words cannot describe, and no camera can picture, as sounds and smells escape the camera."

"Entering one of these dwellings, we found dark rooms; something that I supposed was food, or intended for food, was bubbling in a pot on the stove; a friendly goat was playing with a child on the floor, and pigeons cooed nearby. From the door of the kitchen we got the odor of the stable—the horse had the best room. In the middle room, which was absolutely dark, on a bed of indescribable filth, lay an aged woman, groaning with pain. In this simple dwelling, which is not unlike many we saw, there lived together, in ignorant misery, one man, two women, ten children, six dogs, two goats, five pigeons, two horses, and other animal life, which escaped our hurried observation. The most unsanitary conditions prevailed in the basement dwellings, where as many as ten men lived in one small basement. In the 4th Ward the alleys are crowded with shabby shacks, shut out from sunlight and fresh air by dead walls from large buildings. In the ghetto, in one building, lived 71 people, representing 17 families. The toilets in the yards freeze in winter, and are clogged in the summer. The filth defies description. In the alleys were found dirt and filth—typical tenement districts. Here one sees the 'sanitary' bake wagon, whose driver, after tramping about in the filth and offal of the alley, climbs into the wagon with his dirty boots, and then piles the loaves of bread where his feet have stood. There we have all the conditions of the tenement and slum population—the dark room; overcrowding; filth; unsanitary toilets; none of the horrors and none of the dangers were missing."

The foregoing is a fair example of the "Cities of Homes" one reads about, and hears about, that have no slums.

Conditions in Toronto.

In the recent investigations in Toronto, similar conditions were found. The following conditions, peculiar to great cities, were noticeably present—rear houses; dark rooms; tenement houses; houses absolutely unfit for habitation; inadequate water supplies; unpaved and filthy yards and lanes; so-called sanitary conveniences, which in many cases and for various reasons were found to be a public nuisance, a menace

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Editor's Note.—In this article Dr. Hastings presents facts showing how slums affect cities. In the next article he will give further details of the solution which he indicates in his closing paragraphs.

to public health, a danger to public morals, and in fact an offence against public decency.

The number of people living in basements was, approximately, 447, and 22 living in cellars. Basements and cellars were often found sub-let as dwellings. The sub-tenant in the basement sometimes takes in a lodger.

Damp basements were found in all the districts investigated. In one was found four inches of water in the cellar. Another dwelling, which rented for $20 a month, had four feet of water in the cellar.

In the cellars and back kitchens, in many places, hens, ducks and dogs were kept. Another basement was found to be the sleeping place of two boys, twelve and sixteen years of age. At the door of this sleeping place was a dirty closet, and a sink which was out of order. The whole basement was damp, and in a most unsanitary condition.

As regards dark rooms, some forty houses were found to have dark rooms, and practically all of them are used for sleeping apartments.

In one dark room, 7 x 12, seven people were sleeping. It is difficult to say how many cases of tuberculosis these dark rooms are, and will be, responsible for, if they are permitted to be inhabited.

But the Rents are High.

At one place there was a two-roomed house, neither room fit to live in, and the floor in one room was three feet below the level of the street, and the water running into it in consequence. No sink, only a tap in the wall, with the woodwork rotted away from around it. The rent charged for this place was $12 a month. Another place, in an equally unsanitary condition, was rented at $17 a month.

There were found 559 families who have no water in their dwellings. The rents are high enough to provide for a water supply. As many as ten houses have been discovered in a row, with one water tap for the whole ten, the landlord drawing an income of $960 per year for these ten houses.

The labor of carrying the domestic water supply is a waste of strength and energy, which the housewife ought to devote to her family, and to keeping the home in a general sanitary condition.

There were also found some 246 rear houses. Some of these cannot get a proper supply of air, being next to another house, wall or stable.

Sometimes an abominable outside closet is so close to the little door or window that unless the wind is blowing a gale, there is little chance for a circulation of fresh air. Many windows cannot be opened on account of the odors from these so-called sanitary conveniences.

In some instances a whole row of houses have been built on a back lane, a width of eight feet or even less. There were found in all over 2,000 yard closets in the districts inspected.

The Penalties of Growth.

In 1835 New York City had a population of 270,000, but had no overcrowding, no lodging-house trouble, and no tenement house problem to deal with. When Toronto had a population of 270,000 she also had practically none of the aforesaid evils threatening her. She has, in a measure, all of them now.

We have an excellent object lesson in New York's experience. Compare New York, when she had 270,000 population, with the New York of to-day. There were no tenement houses then—100,000 tenement houses now; 25,000 New York families live in cellars; more than one million people have no bath facilities.

The State census for 1905 show New York to have 122 blocks, with a density of 750 people per acre. Since that time many of these tenement houses have been raised to four and five stories, with a consequent increase in density of sixteen to seventeen hundred people per acre.

The tenement house scourge is worse in New York City than in any city on the Continent of Europe.

One of the most lamentable disclosures is the fact that 198 Toronto families live in one-roomed dwellings. There are in these families 472 persons, and 447 persons living in cellars or basements, totaling for these uninhabitable habitations 919.

As regards the yard-closets or privy pits, for people to be compelled, in an advanced age like this, where there is proper street drainage and sewers available, to use outside privy pits, should no longer be tolerated.

Landlords and tenants must avail themselves of those aids to proper sanitation. Where there is a sewage service and proper water supply, the outside privy pit must no longer be permitted to exist. In many places people are compelled to keep their windows closed on account of the offensive odors. These nuisances afford a fruitful source for the conveyance of the disease-producing germs, through the medium of the common house-fly.

The Toll of the Slums.

That the slum affords a hot-bed for the germs of disease, and that mortality is greatly influenced by housing conditions, is demonstrated by the following table:

Death Rates in Glasgow in 1901.

In one-roomed homes the death-rate per thousand was.. 32.7
In two-roomed homes the death-rate per thousand was.. 21.3
In three-roomed homes the death-rate per thousand was.. 13.17
In four-roomed homes the death-rate per thousand was.. 11.2

In Glasgow in 1901 there were practically three deaths among dwellers in one-roomed homes for every death which occurred among an equal number of dwellers in homes of four or more rooms, and consumption, the scourge of the crowded home, claimed an enormous number of victims among the former.

In Toronto the number of families in which tuberculosis was found in the districts visited was 45. However, these 45 cases were far advanced, so much so as to be evident to the casual observer, and acknowledged as such by the family. These were found among less than 27,000 people, and this number does not represent more than a fraction of the actual number of such cases.

Each of these cases is a centre of infection in itself, and constitutes the nests of tuberculosis in the slum homes.

Dr. Newman, Medical Officer of Health for Finsbury, London, found that the death-rate in his districts in 1906 was as follows:

In one-roomed tenements ..... 39.0 per thousand.
In two-roomed tenements ..... 22.5 per thousand.
In three-roomed tenements ..... 14.8 per thousand.
In four-roomed or more ..... 6.04 per thousand.

In Finsbury there were, therefore, in proportion to the respective populations, six times as many deaths in one-roomed houses as in those of four or more rooms. Many similar instances may be given, which prove that there is an intimate connection between overcrowding and disease.

Life and Death for the Children.

However hard the slum conditions are for the adult, they are worse for the child. *St. Mary's in Birmingham is less than four miles from Bourneville. Three hundred and thirty-one infants die out of every thousand born in this crowded city ward, while only 65 die out of every thousand born in the Model Suburban Garden City of Bourneville. That is to say, every child who comes into the world in the favored*

suburbs has five times the chance of life that the unfortunate child born in the crowded wards of the city has.

Communicable diseases are, unfortunately, more prevalent in slum districts. The inhabitants of slums can rarely afford to employ a physician, except for the more serious forms of sickness, consequently, for the milder cases of scarlet fever, diphtheria, and other communicable diseases, a physician is rarely called, therefore it often happens that they do not come under the notice of the Department of Health, and consequently are not quarantined. The infected people mix up with citizens in crowded street cars, crowded theatres, public places of business, and public buildings, generally, and hence they become a menace not only to themselves, but to the municipality generally.

In addition to the excess of mortality in slum districts, we have the influence also on physical development. The importance of proper housing as regards the proper physical development of a child, is strikingly set forth in a report from the School Board of Glasgow for 1905-6:

Slums Breed Pigmies.

Seventy-two thousand eight hundred and fifty-seven school children were measured in order to solve the question whether, and in how far, housing affects the physical development of the child. In this report, the results of that investigation, the largest of its kind ever made in Great Britain, were summed up in the following figures. Children aged from 5 to 18 years examined.

	Weight.	Height.
Boys from one-roomed homes	52.6 lbs.	46.6 in.
Boys from two-roomed homes	56.1 lbs.	48.1 in.
Boys from three-roomed homes.....	60.0 lbs.	50.0 in.
Boys from four-roomed or more.....	64.3 lbs.	51.3 in.
Girls from one-roomed homes	51.8 lbs.	46.3 in.
Girls from two-roomed homes	54.8 lbs.	47.8 in.
Girls from three-roomed homes	59.4 lbs.	49.6 in.
Girls from four-roomed or more.....	65.5 lbs.	51.6 in.

These figures show that the one-roomed child, whether boy or girl, is always, on the average, distinctly smaller and lighter than the two-roomed child; the two-roomed than the three-roomed, and the three-roomed than the four-roomed.

The number examined is so large, and the results so unfavorable, that only one conclusion is possible.

The poorest child suffers in both nutrition and growth. It cannot be an accident that boys from one-room should be 11.7 lbs. lighter, on an average, than boys from four-rooms, and 4.7 inches smaller. Neither is it an accident that girls from one-roomed homes are, on an average, 14 lbs. lighter, and 5.3 inches shorter, than girls from the four-roomed homes.

Of scarcely less importance than the public health aspect of the slum problem is that of the social aspect. The environments in which the children of the poor and degenerate classes are reared are such as must necessarily breed immorality, crime and vice. The crowded habitations and filthy streets of the slums are a fertile soil in which to bring forth the seeds of crime and vice. The teachings and examples of the drunkards themselves, filthy personalities, gamblers and prostitutes in our city slums are rarely ineffective.

A child born under, and reared amidst such surroundings, has poor chances of escaping a life of shame. It is not surprising, then, that an endless stream of these immoral characters and degenerates, hospital patients and epileptics, pour forth from our city slums.

Placed in the same circumstances, few could escape. Here is the very fountain head of the river of vice and crime. Criminal and immoral lepers are born in the atmosphere of physical and immoral rottenness, pervading the slums of our large cities.

Bad Financing.

Municipalities permit the existence of social cess-pools and tax honest and industrious citizens to stamp out the result, thereby dealing with the effect or result rather than the cause.

The failure of a municipality to keep in touch with childhood, its conditions and environments, is responsible for the condition of criminal apprenticeship in vogue in our large cities. Boys and girls are frequently trained by experienced adults in all varieties of vice and crime. Nearly every well-organized gang of thieves has its juvenile contingent.

The foregoing is no exaggeration of what one meets in metropolitan slums, and constitutes a true representation of what Canadian cities will be confronted with in the near future, if present tendencies are allowed to continue unchecked.

What concerns us most of all, however, is the proper solution of the problem. *To attempt to solve the slum problem by any attempt at renovation would be as useless as to attempt to purify a cess-pool or privy pit by pouring into it the contents of a bottle of cologne or lavender water.*

Any effort to improve the slum conditions of our cities must be of a radical character, in order that in the eradication of existing conditions new slums may not spring up.

The first step, then, is to secure efficient housing and town planning by-laws; secondly, transportation facilities which, for the highest degree of efficiency, necessitate municipal control.

For obvious reasons a certain number of the laboring class must necessarily be housed near their places of business. Much can be done to improve existing conditions for these few.

It may be necessary to substitute, in these slum conditions, some model tenements, such as they have in Berlin and Rome, but for the most part we must use as our ideal the Garden Cities, that Mr. Unwin has succeeded in demonstrating to be so efficient.

Garden Cities Successful.

The first Garden City started or developed by Mr. Unwin in Letchworth has constituted an example, and has been followed by seventeen others of a similar character throughout England. The methods of co-partnership housing has been thoroughly tested in every respect, and in no instance have they failed.

I would strongly urge all interested in the problem to consider well the details of the co-partnership method of housing, as set forth by Mr. Nettlefold, and so strongly recommended and endorsed by his Excellency Earl Grey and Mr. Vivian, who visited this country about two years ago.

In conclusion, it must be apparent from the foregoing that we are confronted, in all large Canadian cities, with the existence of congested districts of unsanitary, overcrowded dwellings, which are a menace to public health, affording hot-beds for the germination and dissemination of disease, vice and crime.

Municipality after municipality has been called upon to pay the penalty for neglected slums. The portion of this paid by human life and human suffering cannot be as easily estimated as the portion paid in taxes for hospital, prisons, and reformatory maintenance. We seem more willing to supply this accommodation than to endeavor to stamp out the sources of their supply.

Our ideal must be PREVENTION, not CURE. We can scarcely hope for people to rise much above their environments. Environments leave their indelible record on mind, soul and body.

The two great essentials in the housing movement are (first) to ascertain all the facts, and (secondly) to make these facts plain to the municipality, as they must necessarily constitute the basis upon which any remedial measures are based.

William Dewart *and his writings*

FREE TRADE PRINCIPLES CONSIDERED

(From the *Canadian Illustrated News*, July 4, 1874.)

Dr. Disraeli classifies politics and economy under two heads, which he calls "cosmopolitan" and "national." No more distinct line was ever drawn or clearer definition given. These two ideas have contended for the mastery in all ages. The former is the basis of communism, socialism, Free-Trade, and free-love. The latter is the basis of private property, the family institution and real human progress.

Communism, socialism, free-trade and free-love are all embraced in the cosmopolitan idea. From each one of these ideas it is but a single step to any of the rest in the present state of society. A time may come when some of these ideas could be adopted; a time may come when all might, but, to say the least about this question, that time is still very far off. My more immediate object, however, is to show that the present, at all events, is not the time for adopting any of them.

Nations require to be thorough in their progress as well as individuals. Suppose a pupil should skip a rule in arithmetic or grammar to catch up to a higher class, what would be the consequence? It would probably embarrass him at every subsequent step, and cause him to fail entirely at the examination. Now nations have examinations as well as individuals, and, to succeed, each must skip nothing, must be thorough, must master every rule as it goes along. Otherwise it may exist, but can win no prize. It will belong to the "dragged up" or "downtrodden" class, just as the interest of its successful rivals dictate. When you see a nation helplessly tossed about you may be sure it has skipped a rule in its national discipline somewhere.

I will now call home manufactures a rule in national discipline. No nation can skip this rule without paying the penalty of defeat in the final examination. No rule in arithmetic is more essential to the thorough comprehension of the subject than home maufactures is to solid national progress. If a nation skips home manufactures in order to overtake a Free-Trade movement, along with more advanced nations, it will be sure to suffer a crushing defeat in the first contest for prizes. Let us overtake those ahead of us by all means, but not by skipping any rule of national discipline or progress. Build up home manufactures; then, if you choose, fall in with Free-Trade movements.

The nation whose affairs are entrusted to men of cosmopolitan ideas is never safe. Cosmopolitanism just amounts to this, "saints abroad and devils at home"; persons who flatter and please strangers, but oppress their own countrymen. The cosmopolitan parleys and temporizes with the foe till his own party is surprised and routed. It is a species of vanity, and this vanity leads him to be more solicitous about the goodwill of strangers than the interests of his own country.

Cosmopolitanism is also a species of meddlesomeness. It is diametrically opposed to close attention to one's own affairs. They see their own interest and duty only in meddling with other people's business under various pretences. It is traitorous to all nations and useful to none.

Let the nations which are prepared for Free-Trade have it among themselves, without forcing on those which have not yet passed through the preparatory ages and stages necessary to render it safe and profitable.

The advocate of the national policy is "he who provideth for his own." He is not meddlesome. He attends to his own affairs, keeps his own house in order, and avoids entangling alliances with his neighbors.

The advocate of a national policy is usually a safe sentinel. He does not parley and temporize with the enemy in the face of danger, but gives the alarm, retires and puts the country in a state of defence. However well the cosmopolitan may act after hostilities begin, if preparation were left to him there would be no preparation at all. He does not dream of danger. He is very egotistic, and has an exaggerated idea of his power of moral suasion. Usually, however, his moral suasion results in nothing better than ruinous concessions.

Commercial treaties have serious drawbacks, with perhaps a few advantages. Few such treaties are ever renewed. At the end there is generally a reaction on one side or other. The consequence is that the artificial state of affairs created by them perish before anything is done for their preservation or continuance. The provisions of a long treaty are likely to press with severity, occasionally, on one side or other. In fact, human foresight lacks the qualities necessary to render the conditions of a long treaty satisfactory to both parties till the end. Hence it is doubtful if more equitable regulations could not be maintained by reciprocal legislation. You make a treaty, as it were, "for better or worse," and to those who deem it "for worse" it feels like a yoke all the time. "Men should be taught as if you taught them not," and it would be well if they could be governed in much the same way. A commercial treaty is sometimes like a revolution in its effects, whereas Bacon says, "Men, in their innovations, should follow the example of time, which innovateth greatly, but quietly, and by degrees scarcely perceived."

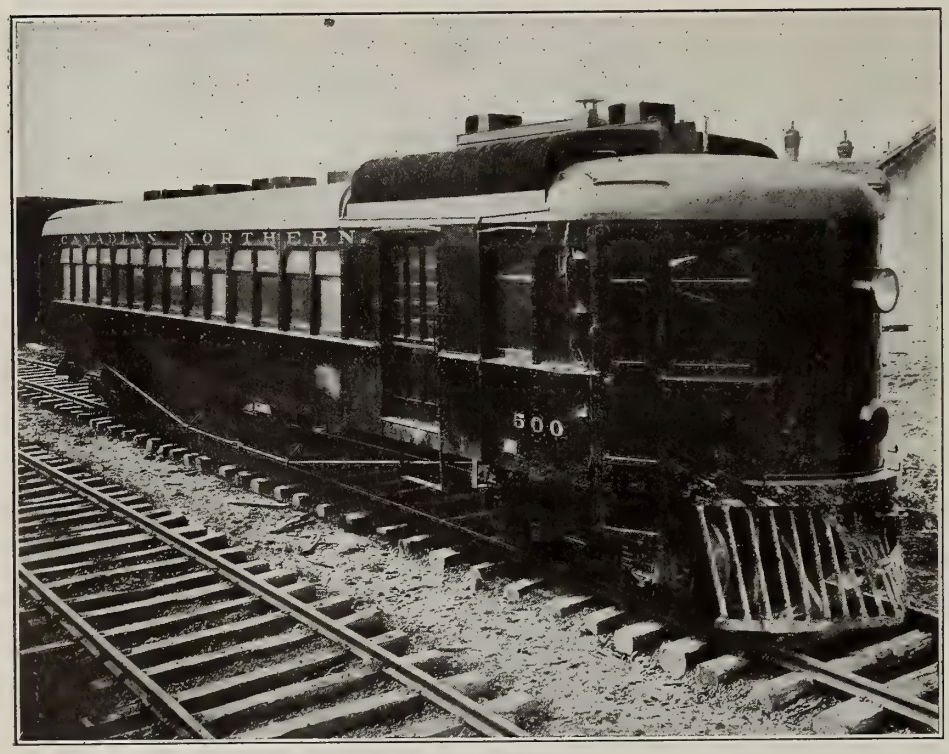
Not long ago I noticed an editorial in *The Illustrated News*, pointing out the inconsistency of Free-Trade with the practice, now so common among municipalities, of giving bonuses to encourage the establishment of manufactories in various places. Cities, towns and villages throughout the whole Dominion are adopting this method to get factories within their corporations. If government would adjust the tariff properly, every village, town and city would have all the factories needed without a single bonus. The Dominion Government and these municipalities are plainly working against each other. Thus what is saved on imported goods is lost in bonuses. While municipalities are making great sacrifices to build up factories, government is legislating for their extinction.

The progress of Free-Trade is only apparent; like the progress of the pupil who skips a rule to overtake a class. It is doubtful whether Free-Trade England, if wasted and worsted and stripped of a couple of provinces, as France was in the late war, could pay a proportionate indemnity as promptly as the French did. Free-Trade wealth appears greater than Protectionist wealth, probably because it makes a greater show. The wealth of France was under-rated, and the

wealth of England is probably over-rated. England being now, in a sense, the banker of the world, strengthens the impression. It is the great centralization of money in London that gives England so much power as she has in the money markets of the world. The borrower and the lender alike look to Lombard Street to have their wants supplied.

This arises from the habit of the English people depositing their money more freely in banks than most other people. The deposits in all the banks throughout the kingdom are sent to London and lent to the bill brokers, the private banks, the great joint stock banks, or the Bank of England. Besides this, all the banks in the kingdom deposit their reserves in the Bank of England, which bank lends a great part of these reserves to the public. Hence there is comparatively no idle money in the kingdom, except the reserve in the Bank of England. The whole accumulated savings of the nation are in London, and nearly always employed in some way. This centralization of money enables capitalists there to aid vast projects in all parts of the world. There is no such centralization of money in Paris or any part of France. The French people do not take to banking and depositing money in banks so freely as the English do.

They have much more confidence in the government, even in the most troublous times, than in the bank. Hence the great wealth of France is little known till some emergency arises, such as the payment of the late indemnity.



The Car in Action

New gas-electric car which the Canadian Northern Railway has introduced on their branch lines. In appearance the car is similar to the ordinary passenger car used behind steam locomotives. It will seat 75 people. The cost of operation and maintenance is much lower than in steam traffic.

DEATH OF MR. MOLSON.

Among the victims of the Titanic disaster was H. Markland Molson, of Montreal.

Mr. Molson was a director of the following companies, all of which are members of the Association:—Canada Paper Co., Ltd., Montreal Cottons, Limited, Standard Chemical, Iron & Lumber Co., Ltd., Blaugas Co. of Canada, Ltd., Standard Drain Pipe Co., Ltd.

Mr. Molson was also a director of the following enterprises:—Molsons Bank, City and District Savings Bank, National Trust Company, Richelieu & Ontario Navigation Company, Northern Navigation Company, Crown Life Insurance Company, and Canadian Transfer Company. He was a great grandson of Mr. John Molson, founder of the Molson Brewery firm.

INQUIRIES FOR CANADIAN LEATHER.

As a result of correspondence and interviews, thirteen inquiries have been received during the last few days for Canadian leathers, such as sole leather, wax splits, glace kid, box calf and sides and patent leather.

Canada's total exports of leather to Great Britain in 1910 approximated $1,880,935, while this country's annual purchases are approximately $48,348,355. That there is an almost unlimited demand in Great Britain for leather, every Canadian tanner is aware; but that British firms are eager to give Canada preference may not be generally known to them. However, the following letter, which is typical of many, confirms this:

"We are always open to receive quotations and to buy Canadian sole leather, providing of course that it is equal value such as we get in big quantities from the United States. We do not expect better value, but if we can get equal value, we would always give the preference to Canadian produce.

"We are well acquainted with every tan yard in Canada, and we are repeatedly inquiring for sole leather in preference to having to buy so much from the other side of the border, and we regret to say the quantities we can get from Canada are ridiculously small, and we are sure are but a small percentage of what we could really sell in this market.

"We are quite aware of the unrivalled supply of hemlock bark which is obtainable in Canada, more so than the United States, and we also are aware that they have the same facilities of obtaining dry hides as their American neighbors, and we think in the matter of the production of leather it is a case of 'Wake up, Canada,' instead of 'Wake up, John Bull,' which we sometimes hear so much about on this side."—J. E. Roy, Canadian Trade Commissioner, in Trade and Commerce Report.

AFTER MORE RECORDS.

The Prize List of the Canadian National Exhibition, Toronto, August 24th to September 9th, has been issued. It shows the usual liberal prizes in all departments of live stock, agriculture and home work, amounting to a total of $55,000. It is also evident that the list has been carefully revised to have it in keeping with up-to-date conditions.

On the whole, the list shows a distinct advance on its predecessors, and, as the attractions will include a review of cadets from all the overseas dominions of the Empire, the Scots Guards' Band and a brilliant historic spectacle, the Siege of Delhi, it is safe to predict another record year for the Canadian National.

DELAYS TO FREIGHT IN TRANSIT

In view of the large number and serious character of the complaints that have reached the Association regarding delays to freight in transit, and in the delivery of same after notice of arrival at destination, the Railway and Transportation Committee have decided to prepare a statement on the subject for submission to the Board of Railway Commissioners, hoping thereby to bring about some improvement.

All members who have had shipments delayed, who have been unable to secure cars promptly, or who have suffered loss or inconvenience through the failure of the railway companies to provide proper loading or unloading facilities, are requested to forward full particulars to the undersigned. Care should be taken to avoid generalizations and to make the complaints as specific as possible, showing in each case, date and character of shipment, routing, date of arrival at destination, etc.

The poor service that has obtained during the past winter has undoubtedly been due in part to climatic conditions; at the same time a great deal of the trouble has been due to lack of adequate facilities. Especially in this the case at large terminals, and surest and quickest way of obtaining relief is by direct appeal to the Commission.

A prompt reply from all members affected is earnestly requested, as the Committee can only hope for success providing members concerned come to its assistance.

The information will be used only for the purpose of bringing about improvements in the general service, improvements which it is believed will be to the advantage of shippers and carriers alike.

Yours faithfully,
J. E. WALSH,
Manager Transportation Department.

JEFFREY RUBBER BELT CONVEYERS

Adapted for handling coal, ore, cement, sand, gravel, lime, etc., have proved efficient and economical under the most severe working conditions.

Jeffrey Trippers give a uniform distribution of material along the Conveyer Line, occupy small space, operate with minimum horse-power and are substantial in every respect.

Write for Catalog No. 67D



Jeffrey Mfg. Company
Canadian Main Office and Works, MONTREAL
Winnipeg Representatives:
N. J. DINEEN & CO. (31-6-12)

Estevan Offers Every Advantage to MANUFACTURERS

Abundant Coal

Unexcelled Shipping Facilities

Pure Water

ESTEVAN is built upon, and surrounded by a coal area that is estimated to contain at least NINE BILLIONS OF TONS;---It is mined at a cost of but ninety-three cents per ton and is a high grade of lignite.

Nowhere in the Canadian West is there to be found such pure water, nor in such unlimited and easily accessible quantities.

It is now practically an assured fact that a $5,000,000 power plant will be installed at Estevan before the lapse of twelve months, and before this time has expired the lines of three railways will radiate from this point, serving millions of acres of the finest agricultural lands in the world.

Enquiries from manufacturers will receive every attention

Estevan Board of Trade

G. D. CASSON,
COMMISSIONER

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Large Laboring Population

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The Boiler Inspection & Insurance Co. of Canada

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Issues Policies of Insurance after A CAREFUL INSPECTION OF THE BOILERS covering LOSS OR DAMAGE TO PROPERTY and LOSS RESULTING FROM LOSS OF LIFE AND PERSONAL INJURIES. :: :: :: ::

Policies Guaranteed by THE HARTFORD STEAM BOILER INSPECTION AND INSURANCE COMPANY. :: :: :: ::

Assets for Security of Policy-holders, $4,552,020.43. :: ::

JOHN L. BLAIKIE - - - - President
H. N. ROBERTS - Vice-President and Sec'y
GEO. C. ROBB - - Chief Engineer
A. E. EDKINS - Ass't Chief Engineer

FREIGHT CHANGES

List of Freight Schedules Filed with the Board of Railway Commissioners During Month of May, 1912.

(The first column shows the old and the new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the railway number. C.L. stands for carload lots; L.C.L., less than carload lots.)

Canadian Pacific Railway.

E 2355 cancels E 2314	E 1955 cancels E 1914	May 1, '12	Stop-off on lumber for dressing, re-sawing or sorting and re-shipment at C. P. stations. Reduction. New rates.
Sup. 3 E 2316	Sup. 3 E 1916	May 1, '12	Import freight Montreal wharf to C. P. stations. Re-issue. Addition.
Sup. 3 E 2197	Sup. 3 E 1793	Apr. 30, '12	Import freight, St. John, N.B., points on C. P. R. Re-issue. Addition.
Sup. 44 E 2124	Sup. 44 E 1720	May 6, '12	Commodities between C. P. stations. Re-issue. New rates.
E 2361 cancels E 1041	E 1961 cancels E 1290		Lumber c.l. C. P. stations to New York and other points reached by water from Albany. Re-issue. Reduction.
E 2359 cancels E 1900	E 1959 cancels E 1490	June 3, '12	Paper commodities from C. P. stations and connecting lines to C. P. stations. Re-issue. New rates. Changes.
Sup. 45 E 2124	Sup. 45 E 1720	May 9, '12	Commodities between C. P. stations. Re-issue. New rates.
E 2379	E E 1973	May 20, '12	Gas meters, cast-iron or tin; c.l. Hamilton to Calgary. All rail, $1.53; lake and rail, $1.43 per 100 lbs. New rates.
Sup. 47 E 2124	Sup. 47 E 1720	May 17, '12	Commodities between C. P. stations. Re-issue. New rates.
Sup. 2 E 2332	Sup. 2 E 1932	June 17, '12	Class and commodity for export via Montreal and Quebec. Advance. Re-issue.
Sup. 4 E 2316	Sup. 4 E 1916	May 13, '12	Import merchandise Montreal Wharf to points on C. P. R. and connections. New rates.
Sup. 9 E 1858	Sup. 9 E 1448	May 15, '12	Class and commodity from C. P. stations and connecting lines to Port Arthur, and ports of call on Lake Huron and Georgian Bay. Re-issue. Addition.
Sup. 7 E 1286	Sup. 7 868	June 1, '12	Chemicals, paints, etc., from Montreal to C. P. stations. Re-issue. Cancellation.
Sup. 5 E 1827	Sup. 5 E 1418	June 10, '12	Petroleum and products. Toronto, Dutton, Oil Springs, Petrolia, Sarnia, Wallaceburg, etc., to points in Canada. Re-issue. Reduction. Advance.
Sup. 43 E 2124	Sup. 43 E 1720	Apr. 27, '12	Commodities between stations on C. P. R.

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Welds Cracked Spokes in 6-foot Driving Wheel

Wheels Made as Strong as Original

and Locomotive Placed on Active List in 3 Days



Oxy-Acetylene produces the greatest known heat by combustion

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Used by Railroads, Shipbuilders, Safe Makers, Structural Steel Workers, Contractors, Bridge Builders, Auto Manufacturers

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Acetylene Construction Co., Limited

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The Canadian Appraisal Co., Limited

The Following letter is a Testimony to the Value of Our Appraisals for Insurance Purposes:

APPRAISALS REPORTS

EXAMINATIONS PLANS

ROBERT DUNCAN AND COMPANY

Manufacturing Stationers and Booksellers

Wholesale and Retail Wall Paper Dealers

James St. and Market Square
Hamilton, Canada

March 15th, 1912

The Canadian Appraisal Co., Ltd.
Montreal, Quebec.

Gentlemen :—

Having just recently experienced a fire which totally destroyed our plant we thought it might be of interest to you to know how valuable we found the appraisal you made for us a year ago. We were able to make our claim on the Insurance Companies with absolute accuracy and did not experience the slightest difficulty in making settlement. The destruction of the plant was so complete that without the aid of the plans think it would have been impossible to have traced a great deal of the loss.

We are working in temporary quarters in the meantime but as soon as we move into permanent plant it is our intention to have you make another appraisal as last.

Yours truly,

R. DUNCAN & CO.

All Reports Strictly Confidential

IMPERIAL BANK OF CANADA

Proceedings of the 37th Annual General Meeting of the Shareholders, held at the Banking House of the Institution in Toronto on Wednesday, May 22nd, 1912.

The Thirty-seventh Annual General Meeting of the Imperial Bank of Canada was held, in pursuance of the terms of the charter, at the Banking House of the Institution, May 22, 1912.

THE REPORT.

The Directors have much pleasure in submitting to the shareholders their Thirty-seventh Annual Report and Balance Sheet of the affairs of the Bank as on 30th April, 1912, together with Profit and Loss Account, showing the result of the operations of the Bank for the year which ended on that day.

The net profits of the Bank, after making full provision for all bad and doubtful debts, for interest on unmatured bills under discount, and for the payment of all Provincial and other taxes, amounted to $1,004,340.23, in addition to which there was received by way of premium upon new stock (issue 1910) the sum of $230,440.75, making in all $1,234,780.98, which has been applied as follows:—

(a) Dividends have been paid at the rate of 12 per cent. per annum, amounting to	$ 712,349 22	(e) Bank Premises and Furniture Account has been credited with	$ 60,026 26
(b) There was paid to the staff, by way of special bonus, in commemoration of the Coronation of his Majesty King George V.	33,802 50	(f) Reserve Fund has been credited with the balance of premium received upon new Capital Stock (issue, 1910)	230,440 75
(c) Employees' Pension and Guarantee Funds have been credited with	7,500 00	(g) Profit and Loss Account has been increased by	189,662 25
(d) There was donated to the Northern Ontario fire sufferers	1,000 00		$1,234,780 98

New branches have been opened during the year as detailed hereunder:—

In Ontario, at Windsor, Thorold; Dundas and Bloor streets, Toronto; Queen street and Roncesvalles avenue, Toronto; Queen street and Kingston road, Toronto, and at Timmins in the Porcupine District.

In Quebec, at St. Roch (Quebec), and at St. Lawrence Boulevard, Montreal.

In Manitoba, at Portage avenue, Winnipeg.

In Alberta, at Medicine Hat, Rocky Mountain House and Millet.

In British Columbia, at Invermere (in the Windermere District) and Main and Cordova streets, Vancouver.

The branch at Moyie, B.C., has been closed.

The new Capital Stock issued to shareholders in 1910 having been taken up and paid for, it may be thought advisable within the current year to make a further issue of stock out of authorized but unsubscribed capital. The Bank must be in readiness from time to time to take on their fair share of the ever increasing business of the Dominion.

You will be asked to contribute to the Pension Fund of the Bank out of Profit and Loss Account a further sum of $20,000. Your Directors have been enabled out of the present fund to assist all deserving officials who have been forced by advancing years or ill-health to retire from the service, but provision should be made for the increasing staff and for the further calls which are certain to result therefrom.

The Head Office and Branches of the Bank have been carefully inspected during the year, and your Directors have much pleasure in expressing their satisfaction with the faithful and efficient manner in which the staff have performed their duties.

The whole respectfully submitted.

30TH APRIL, 1912.
PROFIT AND LOSS ACCOUNT.

Dividend Nos. 84, 85, 86, 87, payable quarterly for twelve months, at 12 per cent. per annum	$ 712,349 22	Balance at credit of account 30th April, 1911, brought forward	$ 833,125 63
Coronation Bonus to Staff	33,802 50	Profits for the twelve months ended 30th April, 1912, after deducting charges of management and interest due depositors, and after making full provision for all bad and doubtful debts and for rebate on bills under discount.	1,004,340 23
Annual Contribution to Officers' Pension and Guarantee Fund	7,500 50	Premium received on new Capital Stock	230,440 75
Transferred to Reserve Fund	230,440 75		
Written off Bank Premises and Furniture Account	60,026 26		
Donation to Northern Ontario Fire Sufferers	1,000 00		
Balance of Account carried forward	1,022,787 88		
	$2,067,906 61		$2,067,906 61

RESERVE FUND.

Balance at credit of Account 30th April, 1911	$5,769,559 25
Premium received on New Capital Stock	230,440 75
	$6,000,000 00

D. R. WILKIE, General Manager.

LIABILITIES.

Notes of the Bank in circulation		$ 5,303,642 00	Reserve Fund	$ 6,000,000 00	
Deposits not bearing interest	$11,056,740 44		Dividend No. 87 (payable 1st May, 1912) for three months, at the rate of 12 per cent. per annum.	180,000 00	
Deposits bearing interest (including interest accrued to date)	43,931,238 92		Rebate on bills discounted	138,648 25	
		54,987,979 36	Balance of Profit and Loss Account carried forward	1,022,787 88	
Deposits by other Banks in Canada		118,610 39			7,341,436 13
Total Liabilities to the public		$60,410,231 75			$73,751,667 88
Capital Stock (paid-up)		6,000,000 00			

ASSETS.

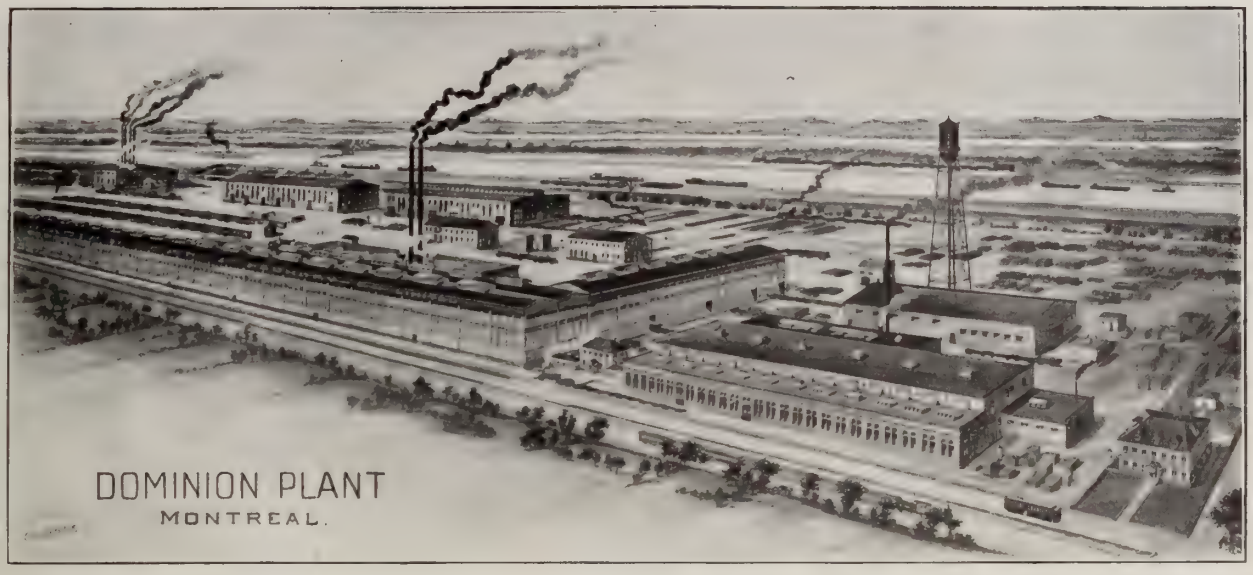
Gold and Silver Coin	$ 1,562,879 16		Railway and other Bonds, Debentures and Stocks	737,358 43	
Dominion Government Notes	10,795,326 50				5,767,340 76
		$12,358,205 66	Call and Short Loans on Stocks and Bonds in Canada		3,277,814 21
Deposit with Dominion Government for security of note circulation		249,065 03	Call and Short Loans on Stocks and Bonds elsewhere than in Canada		1,001,378 11
Notes of and Cheques on other Banks		3,523,469 51			$31,537,448 69
Balance due from other Banks in Canada		932,792 73	Other Current Loans, Discounts and Advances		40,171,085 13
Balance due from Agents in the United Kingdom		1,708,049 35	Overdue Debts (loss provided for)		47,565 85
Balance due from Agents in Foreign Countries		2,719,333 33	Real Estate (other than Bank premises)		79,451 22
		$21,490,915 61	Mortgages on Real Estate sold by the Bank		94,186 49
Dominion and Provincial Government Securities	$ 517,914 99		Bank Premises, including Safes, Vaults and Office Furniture, at Head Office and Branches		1,800,000 09
Loans to Provincial Governments	168,159 61		Other Assets, not included under foregoing heads		21,930 50
Canadian Municipal Securities, and British or Foreign or Colonial Public Securities Other than Canadian	4,343,907 73				$73,751,667 88

D. R. WILKIE, General Manager.

The customary motions were made and carried unanimously.

The Scrutineers appointed at the meeting reported the following Shareholders duly elected Directors for the ensuing year:—Messrs. D. R. Wilkie, Hon. Robert Jaffray; William Ramsay of Bowland, Stow, Scotland; Elias Rogers, J. Kerr Osborne, Peleg Howland, Sir William Whyte (Winnipeg), Cawthra Mulock, Hon. Richard Turner (Quebec), Wm. Hamilton Merritt, M.D. (St. Catharines W. J. Gage.

At a subsequent meeting of the Directors Mr. D. R. Wilkie was re-elected President, and the Hon Robert Jaffray Vice-President for the ensuing year.



General view of Dominion Car and Foundry Steel Car Plant and Bolster Works at Blue Bonnets, which was built according to our plans and specifications and under our supervision.

T. PRINGLE & SON, Limited

Industrial Engineers and Architects

PLANS, Specifications, Estimates, Reports, Surveys and Surpervision of Construction, in connection with all classes of Factories, Mills, Warehouses, Foundries, Steam and Hydro-Electric Power Plants.

We are prepared to place at the disposal of our clients an Engineering and Architectural organization founded on 20 years of experience as Industrial Specialists, during which time we have given intimate and careful attention to every detail, from the preliminary study sketches, to the completion of the last item of equipment, of a large variety of industrial works.

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Asbestos Fibrizing Mills
Cotton Mills
Concentrators, Stamp Mills
Jute Mills
Knitting Mills
Paper "
Pulp "
Rolling "
Saw "
Tube "
Woolen "
Machine Shops
Railway Car Shops
Truck and Boiler Shops
Cotton Print Works
Dye Works
Linoleum Works
Valve Works
Water Works
Rubber Reclaiming Works
Scale Works
Textile Works
Hydraulic Steam and Electric Power Developments, Power Transmission, Pumping Stations.
Electric Motor Equipments for Complete Manufacturing Establishments.
Wharfs
Piers
Dams
Power Houses
Retaining Walls
Railway Sidings
Conveyors
Warehouses
Filter Plants
Sewers
Laundries
Workmen's Cottages for Industrial Plants
Heavy Warehouse Construction
Reinforced Concrete Construction
Mill Construction
Steel Frame and Terra Cotta Structures
Residences

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CHIEF OFFICE FOR CANADA, TORONTO

LONDON & LANCASHIRE FIRE INSURANCE COMPANY LIMITED

ALFRED WRIGHT, Manager, 8 Richmond St. E.

MOONEY CO. BUY NEW FACTORY.

It has been ascertained that the Mooney Biscuit & Candy Co., of Stratford and Winnipeg, have added another link to their "across the continent chain of factories."

The latest factory has been purchased from the H. Smith Biscuit Co., of Vancouver, the pioneer biscuit and candy manufacturers of the Pacific Coast. This Company enjoys a very substantial business, and only last year erected a new factory building of steel and cement construction, which is one of the most modern in the Dominion. While the Mooney Co. have not divulged the exact amount of the purchase price, it is understood to be in the neighborhood of $300,000.

Mr. W. C. Mooney, the Vice-President of the Company, who has been manager of the Winnipeg factory, is now in Vancouver, and will have charge of the reorganization work.

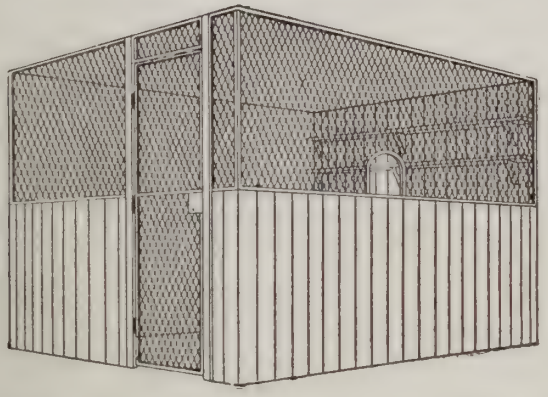
Canadian Pacific Railway.

Sup. 15 E 1841	Sup. 15 E 1431	May 1, '12	Pig iron c.l. between C. P. stations.
Sup. 7 E 937	Sup. 7 E 528	May 1, '12	Iron and steel articles St. John, N.B., to Levis and Quebec, 14½ cts. per 100 lbs.
Sup. 2 E 2304	Sup. 2 E 1904	May 28, '12	Commodities C. P. stations to points in the U. S.
Sup. 10 E 2250	Sup. 10 E 1848	May 15, '12	Switching, interswitching and absorption of switching at C. P. stations.
E 2345 cancels E 2188	E 1945 cancels E 1784	May 20, '12	Classes between C. P. stations and points on the T. & N. O. Railway.

Grand Trunk Railway.

Sup. 14 E 1819	Sup. 14 C.P. 50	June. 13, '12	Woodpoul c.l. Merriton and Thorold to points in the U. S. Advance. Reduction. New issue.
Sup. 28 E 1686	Sup. 28 S. 71	June 11, '12	Switching charge on cars to be weighed when weighed on private scale track. New rate.
E 2345	E 127	May 15, '12	Import merchandise, Quebec Wharf to G. T. stations and connecting lines. New rates. Reduction.
Sup. 6 E 1928	Sup. 6 C.O. 61	June 17, '12	Canned goods from stations in Ontario to G. T. stations. Advance, Reduction. Re-issue.
Sup. 66 E 2352	Sup. 66 C.Y. 20	June 17, '12	Acid c.l. Hamilton to stations on G. T. Railway and connecting lines.
Sup. 42 E 1240	Sup. 42 E 12	June 17, '12	Minimum weight on canned goods cancelled. Official classification to govern. Advance.
Sup. 5 E 2502	Sup. 5 I 120	May 13, '12	Import merchandise, Montreal Harbor to G. T. stations and connecting lines. Reissue. Reduction.
Sup. 7 E 2049	Sup. 7 C.O. 68	June 10, '12	Petroleum and products, Toronto, etc., points on G. T. and connecting lines. Addition. Advance. Reduction. Re-issue.
Sup. 5 E 2379	Sup. 5 E 40	June 10, '12	Class and commodity, G. T. stations to New York, Philadelphia and Baltimore, for export. Reduction. Reissue.
Sup. 12 W 222	Sup. 12 W 303	June 7, '12	Pig iron, billets, etc., G. T. Western Line stations to points in Canada.
Sup. 59 E 2352	Sup. 59 C.Y. 20	Apr. 26, '12	Bleach in bbls., casks or drums c.l. Windsor, Ont., to Fairville, N.B. 23 cts. per 100 lbs.
Sup. 6 E 2499	Sup. 6 C.I. 137	Apr. 20, '12	Pig iron c.l. Midland, Ont., to Joliette, Que. $2.80 per gross ton.
Sup. 60 E 2352	Sup. 60 C.Y. 20	May 1, '12	Bleaching powder and caustic soda c.l. Windsor to Brantford and Petrolia. Reduction.
E 2535 cancels E 2516	C.R. 127 cancels C.R. 125	May 1, '12	Stop-off on lumber at G. T. stations. Reissue. Reduction.

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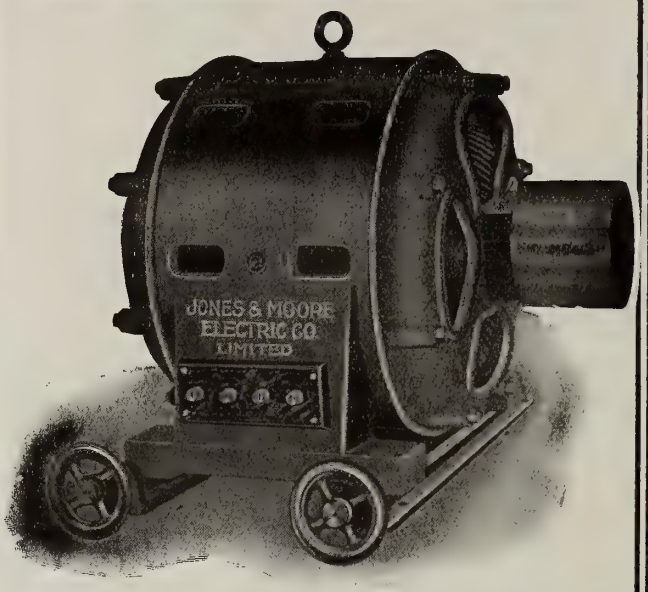
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AND ALL SYSTEMS OF

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Sup. 8 E 1432	Sup. 8 C.A. 66	June 1, '12	Cancellation of rates on rope. Advance.
Sup. 61 E 2352	Sup. 61 C.Y. 20	May 6, '12	Ferro silicon, c.l. Welland, Ont., to No. Sydney, C.B. $6.00 per gross ton. Reduction.
E 2538 cancels E 2362	V. 40 cancels V. 21	June 1, '12	Classes G. T. stations to New York, Philadelphia and other U S. points. Advance. Reduction. Re-issue. New rates.
Sup. 9 E 2365	Sup. 9 C.U. 58	June 1, '12	Commodities from Buffalo, Black Rock and Suspension Bridge, N.Y., to stations in Canada. Re-issue. Additions.
E 2539 cancels E 2020	C.P. 92 cancels C.P. 57	June 3, '12	Paper commodities between stations in Canada. Re-issue. Advance, Reduction.

Michigan Central Railroad.

Sup. 13 1751	Sup. 13 8764	May 25, '12	Commodities from Buffalo, Black Rock and Suspension Bridge, N.Y., to points in Canada.

Lehigh Valley Railway.

Sup. 9 966	——	June 1, '12	Commodities L. V. stations to points in Canada.

Wabash-Pittsburg Terminal Railway.

Sup. 14 23	Sup. 14 257	June 9, '12	Iron and steel W. P. T. Railway to points in Canada.

New York Central & Hudson River Railroad.

2293 cancels	A 22475 cancels	June 15, '12	Iron and steel from Syracuse, N.Y., to Montreal.

NEW PATENTS.

To the Editor:

Sir,—The following is a list of patents recently granted by the Canadian Patent Office, to Canadians, and furnished by Featherstonhaugh & Co., Castle Bldg., 53 Queen Street, or 5 Elgin Street, Ottawa, Canada:

139,846, H. T. Bush, Port Hope, Ont.—Strainers. The Standard Ideal Co., Ltd.

139,855, J. L. Thomas, Winnipeg, Man.—Saws. Jno. Thomas, Jos. Hink and L. Hink.

139,857, Geo. Arbique, Sarfield, Ont.—Convertible Chairs. J. Chartrand, Geo. Arbique.

139,883, P. Collins & C. B. Case, Victoria, B.C.—Concrete wall building slabs.

139,917, A. Davey, Mair, N. Sask.—Devices for poisoning gophers and the like.

139,928, M. W. Fountain, Toronto, Ont.—Stoves.

139,931, Geo. Fulton, Winnipeg, Man.—The production of wooden floor coverings.

139,948, Wm. Keading, Toronto, Ont.—Float valves.

139,970, J. B. Pare, Montreal, Que.—Shock preventers.

139,972, A. Peterson, Tompkins, Sask.—Collapsible wagons.

139,975, R. Reid, Springbrook, Ont.—Necktie holders.

139,976 Geo. H. Richardson, Dovedale, Sask. Combined self-feeding stoves and furnaces.

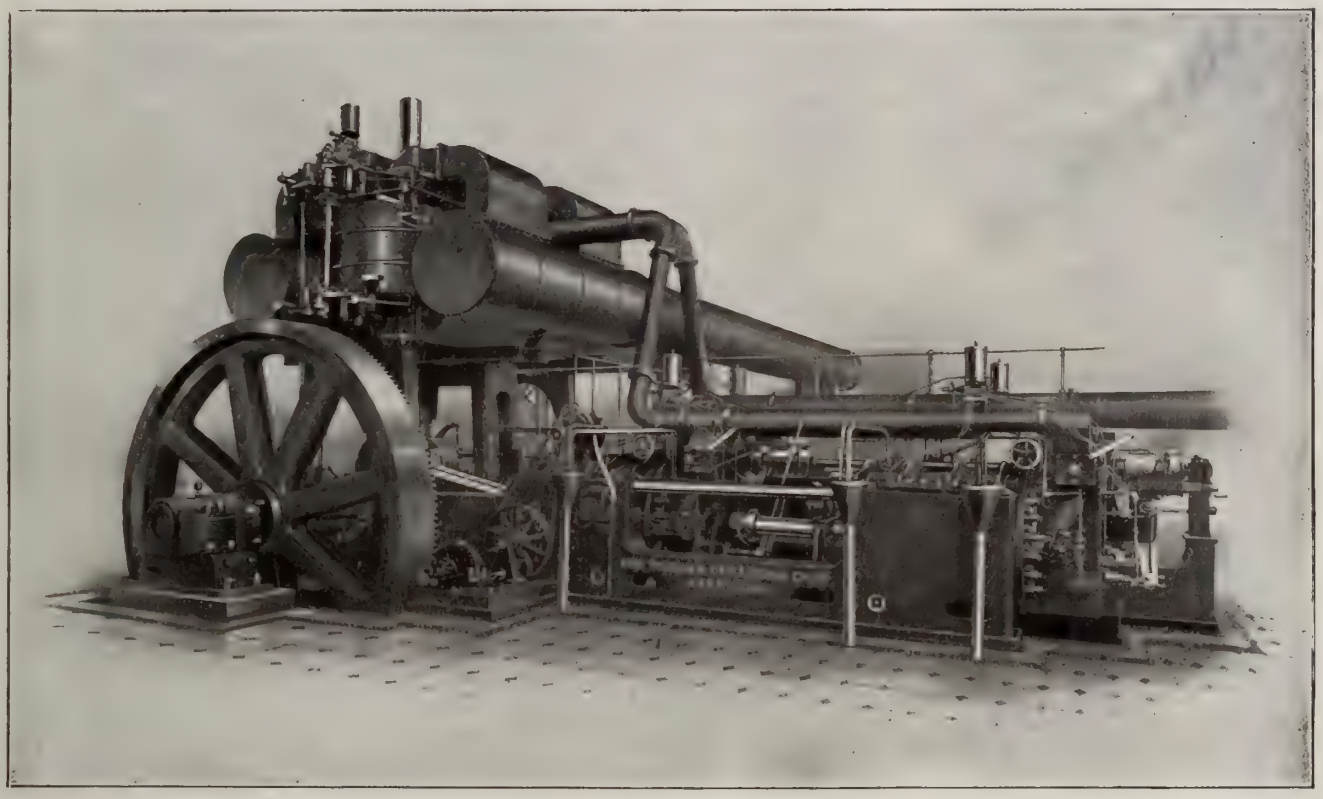
139,980, Jno. Schwab, Winnipeg, Man.—Furnace doors.

139,984, W. H. Spence, Toronto, Ont.—Detachable tyre rims.

139,987—N. Stevens, Vancouver, B.C.—Door locks.

139,994, M. Vaughan, Welland Ont.—Garment racks.

SIMPLICITY -- RELIABILITY -- ECONOMY



CANADA GAS PRODUCERS

AND PREMIER GAS ENGINES

FORM A MOST EFFICIENT AND
SATISFACTORY POWER PLANT

OUR new Canada Gas Producer is made to be used with such fuel as is easily obtainable in the Canadian Market, and combined with a Premier Gas Engine will develop power with the least care and expense.

CANADA FOUNDRY COMPANY, LIMITED

TORONTO, MONTREAL, HALIFAX, OTTAWA, COBALT, WINNIPEG
CALGARY, NELSON, VANCOUVER, PRINCE RUPERT.

KAHN SYSTEM

of REINFORCED CONCRETE

Steel Sash
Hyrib Rib Bars
Rib Metal
Concrete Finishes
Waterproofing
Paste

KAHN SYSTEM Reinforced Concrete

TRUSSED CONCRETE STEEL CO. of Canada, Limited

Head Office and Works:
Walkerville, Ont

BRANCHES EVERYWHERE

WALL PLASTER

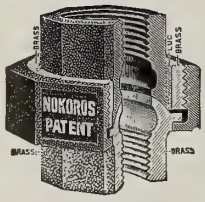
"Empire" Plaster Board combines lathing and fireproofing in one simple operation.

The "Empire" Brands of Wood Fiber, Cement Wall and Finish Plasters.

WE SHALL BE PLEASED TO SEND YOU OUR SPECIFICATION BOOKLET

Manitoba Gypsum Co., Limited
WINNIPEG, MAN.

The NOKOROS PATENT UNION



The only union made absolutely Non-Corrosive,—Brass to iron in all contact points—ball joint—octagon ends,—any wrench can be used. Adapted for heavy service.

Every union air tested at the factory. Send for Circular "A" describing the above and other fittings made by

TESTED & GUARANTEED

OTTERVILLE MFG. CO., Limited
Otterville, Ontario

EXPORTERS OF
Reed Organs, Piano Stools,
Music Cabinets.
Catalogue B.

The Goderich Organ Co. Limited
GODERICH, CANADA

Closet Seats,
Flush Tanks,
Medicine Cabinets,
Everything for the Bath Room.
—Write for Catalogue C. and Price List.—

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.

303. **Agricultural Implements.**—A Newfoundland firm wish to communicate with Canadian manufacturers of agricultural implements.

304. **Agricultural Machinery.**—Buenos Ayres firm wish to receive quotations for agricultural machinery. Prices should be c.i.f Buenos Ayres.

305. **Canned Fish.**—A French firm would like to get in touch with Canadian exporters dealing in canned fish.

306. **Canthooks.**—A Newfoundland firm desires to communicate with Canadian manufacturers of canthooks.

307. **Cotton Duck.**—Buenos Ayres firm wish to receive quotations for cotton duck. Prices should be c.i.f Buenos Ayres.

308. **Draining-boards.**—Wanted address of manufacturers who can make draining-boards in quantities, for a patented draining table and stand for use with kitchen sinks. Could be made of compressed fibre, moulded to shape, or built up of wood, treated so as to be proof against leakage. Drawings and full particulars furnished.

309. **Engineering Supplies.**—Some Stoke-on-Trent merchants would like to receive quotations on engineers' hand pumps, steam pumps, gas, oil and petrol engines, steam valves, taps and fittings, rubber, graphite and asbestos goods.

310. **Forges.**—Buenos Ayres firm wish to receive quotations for Canadian forges. Prices should be c.i.f. Buenos Ayres.

311. **Furniture.**—Newfoundland firm desires to communicate with Canadian manufacturers of furniture.

312. **Gasoline Engines.**—Buenos Ayres firm wish to receive quotations for gasoline engines. Prices should be c.i.f. Buenos Ayres.

313. **Leather Cloth.**—Enquiry is made for the names of Canadian manufacturers of leather cloth.

314. **Leather.**—A Leicester firm is open to receive quotations on all classes of Canadian leather.

315. **Linseed Cake.**—A Liverpool firm asks for Canadian manufacturers of linseed cake.

316. **Mica.**—A Manchester firm selling insulating material only, is prepared to buy soft, silver amber mica.

317. **Paints.**—Buenos Ayres firm wish to receive quotations for Canadian paints. Prices should be c.i.f. Buenos Ayres.



Pictures Talk

No advertisement has such compelling attractiveness as a well-designed hanger or poster. How many articles are you yourself familiar with because you have seen them advertised on colored cards, in street cars, bill-boards or office walls? Colored lithographs have given life to advertising. You can increase your sales by using them to introduce your goods.

Let us submit original designs of Hangers and Posters especially adapted to your requirements.

The Hough Lithographing Co., Limited

96-104 Spadina Avenue . . Toronto

Designers and Printers of Calendars, Show Cards, Advertising Novelties, Hangers, Signs, Window Displays, Posters, Labels, Booklets.

The Montreal Lithographing Company, Limited

High Class Lithographers and Designers of

CALENDARS SHOW CARDS

LABELS OFFICE STATIONERY

ADVERTISING PLAYING CARDS

Office and Works

ONTARIO STREET & PAPINEAU AVENUE

MONTREAL, CANADA

ARE YOU CONTEMPLATING?

THE DEVELOPMENT OF

INDUSTRIAL PLANTS,
FACTORIES,
WAREHOUSES,
MERCANTILE BUILDINGS.

DO YOU WANT?

the benefit of our experience in obtaining *maximum* results in BUILDING, MAINTENANCE, EFFICIENCY, and OUTPUT, at *minimum* cost.

CONSULT WITH

WM. STEELE & SONS CO.

ARCHITECTS & ENGINEERS

305 STAIR BLDG. - TORONTO, ONT.

J. J. RANEY, MANAGER

SPECIALISTS

in all types of modern up-to-date construction for over 50 years—at present developing a large industrial plant for John Crosley & Sons, of Halifax, England.

SOME TORONTO BUILDINGS DESIGNED BY WM. STEELE & SONS CO.
- Toronto Carpet Manfg. Co.'s Plant
- Consoldtd. Plate Glass Co.'s Warehouse
- Canadian Chewing Gum Co.'s Factory
- Empire Office and Warehouse Building

A CONSULTATION WITH US WILL SOLVE YOUR BUILDING PROBLEM.

Morton, Phillips & Co.

STATIONERS
BLANK BOOK MAKERS AND PRINTERS

115 & 117 NOTRE DAME STREET WEST

MONTREAL

Chemical Laboratories
LIMITED

148 VAN HORNE ST., TORONTO

MANUFACTURERS AND IMPORTERS OF CHEMICALS

ESTABLISHED 1849

BRADSTREET'S

Capital and Surplus - $1,500,000

OFFICES THROUGHOUT THE CIVILIZED WORLD

Executive Offices

NOS. 346 and 348 BROADWAY, N.Y. CITY, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

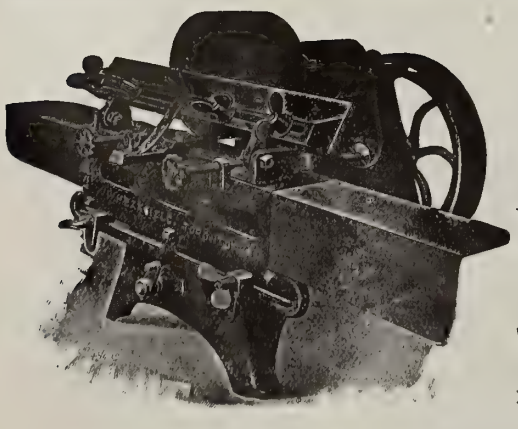
Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary, and business corporations. Specific terms may be obtained by addressing the Company at any of its offices.

CORRESPONDENCE INVITED

OFFICES IN CANADA

Edmonton, Alta., Halifax, N.S. Montreal, Que St. John, N.B. Hamilton, Ont. Ottawa, Ont. Toronto, Ont. Winnipeg, Man. London, Ont. Quebec, Que. Vancouver, B.C. Calgary, Alta.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.



PATENTED

Knife Grinder

Entirely Automatic
Saves Time and Money
Will Grind 6 in. to 26 in. long.
Does Not Draw Temper

GUARANTEED

W. H. Banfield & Sons
Machinists, Dies
Tool Maker
Toronto, Ont.

318. **Patent Cereals.**—A well-known English firm wish to get in touch with Canadian manufacturers of rolled oats and corn flour.

319. **Pine Boards.**—A firm of timber merchants are anxious to get in touch with Canadian exporters of pine boards. Will purchase direct, first, 3 x 12 ft. up, length 10 ft. and up. Second 3 x 8 ft. up, length 10 ft. and up.

320. **Pine Sidings.**—Manchester timber merchants will buy direct pine sidings.

321. **Ploughs.**—Buenos Ayres firm wish to receive quotations for ploughs. Prices should be c.i.f. Buenos Ayres.

322. **Produce and General merchandise.**—A London firm ask for the names of Canadian exporters of tanning material, tallow and hides.

323. **Windmills.**—Buenos Ayres firm wish to receive quotations for windmills. Prices should be c.i.f. Buenos Ayres.

324. **Wood Turnings.**—A west of England firm makes enquiry for the names of Canadian manufacturers of dowels, spindles, legs for chair work and wooden wheels for toys.

AGENCIES.

1. An agent in Barbadoes, B. W. I., who has had long experience, and is familiar with trade conditions throughout the Islands, desires to correspond with Canadian exporters seeking representation.

2. A firm of commission merchants in Hamburg, Germany, desire to correspond with firms in Canada seeking an outlet in Germany for chemicals, drugs, dyes and colors, glass and earthenware, machinery, metals and hardware, ores, scientific instruments, textiles and toys.

3. A commission merchant, established for five years in Philoppopoli, Bulgaria, who gives bank and other references, desires the representation for his district of Canadian manufacturers of agricultural machinery, including binders, fan mills, threshing machines, seeders, plows, traction engines, windmills; also automobiles and wood-working machinery. Quotations are desired f.o.b. Montreal, and terms of payment offered are part cash with the order, balance as arranged.

4. A firm of importers in Buenos Ayres wish to be placed in communication with a Canadian firm exporting asbestos roofing. Quotations should be c.i.f. Buenos Ayres.

5. A Glasgow firm who sell all grades, crude and manufactured, of asbestos, are prepared to act as selling agents for Canadian mine owners not already represented in Great Britain.

6. An agent in France desires to get in touch with salmon and lobster canners.

7. An agent at Havre would accept the representation of canned goods factories.



POND CONTINUOUS SASH

(Patented)

FOR SAW-TOOTHS AND MONITORS

Made in 20 foot lengths. The end of each line of hinged Sash laps over a stationary panel, making the whole line weatherproof and watertight at every point in any position. The Pond Operating Device with spiral and counter-weight makes operation easy. Send for our Catalogue or send for us. Let us demonstrate to you that Pond Operating Device will easily operate 600 lineal feet of Sash.

MANUFACTURED IN CANADA BY

A. B. ORMSBY, Limited

Factories: TORONTO and WINNIPEG

REPRESENTATIVES:

General Contractors' Supply Co., Ltd., Halifax.
Stinson-Reeb Builders' Supply Co., Ltd., Montreal.
C. H. Abbott Agency & Supply Co., Regina.
C. H. Webster, Calgary.
Canadian Agency & Supply Co., Ltd., Ottawa.
Walker & Barnes, Edmonton.
Evans, Coleman & Evans, Vancouver and Victoria.



FIBRE, PAPER
LUMBER

LARGE VARIETY
BUILDING PAPERS

Can be shipped from stock on hand at Merritton.—Grey, Blue, White, Brown, also Hawkesbury Impervious Sheathing

Riordan Paper Company, Limited
MONTREAL CANADA

MADE IN CANADA

SPECIFY ITS USE

SUPERFINE
LINEN RECORD

Fascimile of Water-Mark

For Records that Must Be Preserved

Superfine Linen Record
Is Unequalled

Its great strength and durability make it the ideal paper for
LOOSE LEAF SYSTEMS

Made in White, Azure and Buff

WRITE FOR SAMPLE BOOK

THE
Rolland Paper Co., Limited
HIGH GRADE PAPER MAKERS

General Offices: MONTREAL, P.Q.
Mills at ST. JEROME, P.Q.

AMONG THE INDUSTRIES

L. J. Scheinman is building a $12,000 factory in Toronto.

The Acadia Coal Co. are building a woollen mill, costing $350,000, in Stellarton, N.S.

The Doak Lumber and Manufacturing Co. are building a planing mill in Saskatoon.

The Foster-Armstrong Piano Company contemplate building a new factory, costing $15,000, at Berlin, Ont.

The Canada Malting Co. are planning to build a new malting plant in Calgary, Alta.

The Cornwallis Trading Co. are erecting a new store at Canning, N.S.

The Canadian Meter Co. are erecting a $5,000 addition to their factory in Hamilton, Ont.

The McClary Mfg. Co. will erect a new shop, costing $60,000, in London, Ont.

Gunns Ltd. have purchased a site for a shipping and storage warehouse in Listowel, Ont.

The Canadian Gulf and Terminal Railway Company will build a hotel, costing $12,000, at Montague, Que.

The Pollard Co. have been given a free site in Niagara Falls, Ont.

The McPherson Fruit Co., Winnipeg, will erect a retail warehouse in Prince Albert, Sask.

The Saskatoon Flax Fibre Co. will erect a new mill in Saskatoon.

The National Drug and Chemical Co. will build a new warehouse costing $200,000, in Toronto, Ont.

The Canada Saddlery, Harness and Wire Steel Goods Co. will build a new factory at Walkerton, Ont.

The Toledo Computing Scale Co., Toledo, Ohio, will erect a branch plant in Windsor, Ont.

The Copp Stove Co. are enlarging their plant at Fort William. The staff of 100 will be doubled.

The Matthews Packing Co. will erect a large storage and refrigerator packing plant on Simpson Street, Fort William.

The Fort William Coal Dock Co. are enlarging their holdings on Mission River.

The Swift Canadian Packing House are established in their new building in Fort William.

The Wm. Davies Co., Ltd., have established a branch at Fort William, with Mr. Jos. Burke as manager.

The Cameron Heap Co. will erect a warehouse in Fort William.

The new Robin Hood Mills in Moose Jaw, Sask., are nearly finished.



MADE IN CANADA.

CANADIAN HART WHEELS

CUT FASTER
LAST LONGER

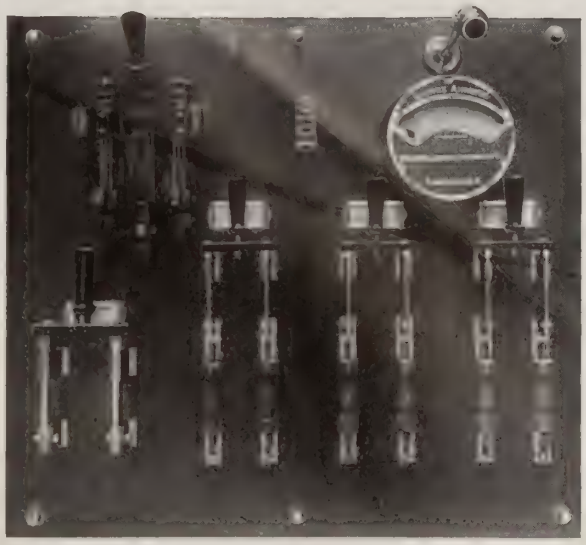
Than any other wheels on the market

Tell us the service you want performed and we will supply you with an abraser that will save you time, money and worry.

Send for one of our catalogues and tell us your troubles. We do the rest.

CANADIAN HART WHEELS, LIMITED
450 BARTON ST. EAST.,
Hamilton, : Ontario

A "HILL" Switchboard



Reduces Fire Hazard and Increases Personal Safety of Operatives. No Other Just as Good.
Send Inquiries Direct to

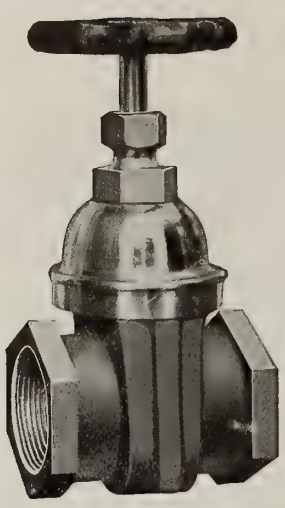
THE HILL ELECTRIC SWITCH & MFG. CO.
LIMITED
66 McGill Street ∴ ∴ MONTREAL

RED SEAL COATED R PAPER Registered Trade Mark. **LUXACOTED PORCELAIN**

For Illustrated Catalogues,
Instruct your Printer to use the Best Coated Paper.

IT'S MADE IN CANADA BY

RITCHIE & RAMSAY, Limited
TORONTO



HERE IS A

Brass Gate Valve

You will find it always made from High Grade Steam Metal and beautifully finished.

They are not made of one quality this year and another next. Always reliable and worth the price you pay.

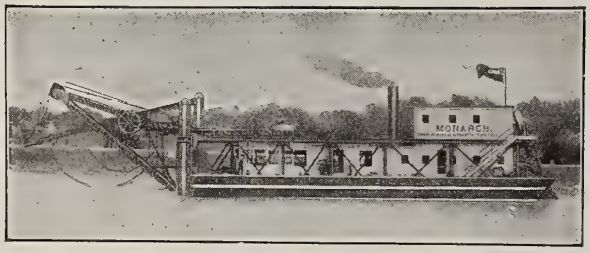
The Kerr Engine Co., Limited

VALVE SPECIALISTS

WALKERVILLE - ONTARIO

M. BEATTY & SONS

WELLAND, ONT. *LIMITED*



Manufacture

DREDGES, DITCHERS, DERRICKS, Steam Shovels, Clam Buckets, Coal and Concrete Tubs, Steel Skips, Mine Hoists, Hoisting Engines, Steel Dump and Deck Scows,

Submarine Rock Drilling Machinery and other Contractors Machinery

AGENTS:

E. Leonard & Sons, St. John, N.B., and Calgary, Alta.
H. E. Plant, Montreal, Que., H. W. Petrie, Limited, Toronto, Ont.
Dominion Equipment & Supply Co., Limited, Winnipeg, Man.
R. Hamilton & Co., Vancouver, B.C.

The Windsor Pearl Button Company, have enlarged their plant at Windsor, Ont.

The Canada Car & Foundry Co., Amherst, N.S., and Montreal, will build a plant costing $1,000,000 at Fort William, Ont.

The Hull Zyrd Co. are building a stove and furnace foundry, costing $8,000, in Hespeler, Ont.

The Meaford Brick Company are building a brick plant in Meaford, Ont.

Benson & Bray are building a sash and door factory in Midland, Ont.

The Bank of British North America is building an office costing $35,000 on St. James Street, Montreal.

Senator Belcourt is erecting a commercial building in Sparks Street, Ottawa.

Chas. McDonald is erecting an office building costing $50,000, in Prince Albert, Sask.

Stevens, Hepner & Co. are extending their brush factory in Port Elgin, Ont.

J. E. Pedlow is building a department store in Renfrew, Ont.

The Great Dominion Land Company are building stores and offices, costing $50,000, in Saskatoon.

The J. J. Case Threshing Co. are building a $50,000 factory in Saskatoon.

J. Norton Griffiths, M.P., in an interview in London, stated a few days ago that he would not be surprised to see a large shipbuilding plant established at St. John, N.B.

The Canada Iron Corporation, which last year got about 80,000 tons of iron ore at its mines in Gloucester County, N.B., have put in a concentration plant possessing a capacity of 1,000 tons per day.

The Western Building Company have been awarded the contract of the King Edward School, on South Hill, Moose Jaw, Sask., which will cost $35,000.

The Saskatchewan Bridge & Iron Works have awarded the contract for the erection of their new machine shed on Fairford Street, Moose Jaw, Sask. It will be of steel construction, and will cost something over $125,000.

H. A. Guernsey, who is interested in the company which proposes to erect a large cement plant at St. John, N.B., states that the company will pay over $26,000 for the site as soon as the city is ready to transfer the deeds.

The Atlantic Sugar Refineries Ltd., have offered to spend $50,000 within three months and a million and a quarter within two years to complete a refinery plant at St. John, N.B., if they may retain the site granted to them two years ago.

Work has commenced on the new Post Office and Federal Building, the seven-storey office building of the Canadian City and Town Properties, Limited, a new Department Store on High Street, the Saskatchewan College, and a large number of other factories and warehouses in Moose Jaw, Sask.

INDUSTRIAL CANADA

ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

Vol. XII | TORONTO, JULY, 1912 | No. 12

INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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To Farmers.

FARMERS are the natural allies of manufacturers. This statement will not be accepted by those who delight to represent the farmer as the prey of the manufacturer. The favorite cartoon of the Free-Trade journal depicts a thin, knotted farmer, bending under the weight of a corpulent "tariff baron" on his shoulders. But the man who tills the soil has many problems in common with the man who manufactures goods. Both assist in producing articles to meet human wants. Both have capital, the farmer, his land; the manufacturer, his plant. Both have to maintain equipment and to solve problems of transportation. They are pursued by bankers and often experience difficulty in obtaining credit. Politicians promise much and do little for both. They are employers of labor. Here is the tie which will bind them. Some day an enterprising organizer will form a union of farm laborers. Then the farmer will realize what most other people have realized painfully—the tyranny of unions. The "general strike" has endeavored, during the past few years, to limit industry, to cripple transportation and to increase the cost of living almost beyond endurance.

Farmers, manufacturers, and all other non-unionists must unite to keep the unscrupulous and self-seeking element of organized labor, and the legislators whom it too often dominates, from establishing an illiterate, dangerous and mercenary tyranny in Canada.

Blue Literature.

THE plain man with a vague hunger for facts opens a Government Blue Book with the conviction that he cannot find out what he wants to know. He looks at the pyramids of figures, rambles gloomily through them, selects the wrong ones and uses them to confound his opponents. Statistics are like dynamite—helpful to the veteran, but destructive to the novice. The present method of distributing this information is not conducive to public enlightenment. A man asks for information, gets a Blue Book, and immediately becomes an anarchist, thirsting to overthrow all governments.

The Civil Servants who produce these things should be exempt from all condemnation. When they assemble vast stores of information between blue covers, they have more than done their duty. There should be some great personage appointed, who should be at once poet, philosopher, journalist, statistican, saint and martyr, in short, an editor magnified, and to him should be given the task of humanizing Blue Books.

What One Fire Marshal Does.

WHAT can be done to prevent fires is illustrated by the recent report of Fire Marshal Ahearn, of New York State, on the work done by his department during the first three months of its existence. 25 dangerous structures were demolished, 75 state and county buildings

were inspected, 143 buildings were found to be without proper fire appliances, 119 buildings were found without adequate fire escapes, and exits were ordered for 156 buildings. 3,001 fires were reported to the department. The amount paid for fire losses represented 77 per cent. of the damage estimated by the owners, and 18 per cent. of the total insurance carried. There were 47 arrests for arson. Canada has greater fire losses, proportionately, than the United States. Why have we no fire marshals?

Moving West.

"EASTERN manufacturers should establish themselves in the West," said Hon. W. T. White, Minister of Finance, in speaking to the Canadian Press Association convention at Ottawa.

The Canadian Manufacturers Association has anticipated Mr. White's sound advice, as the following membership statement shows:

Province.	Resident Members of C.M.A.
British Columbia	112
Manitoba	102
Alberta and Saskatchewan	21
Total	235

Forty-five of these are "second members," leaving 190 who are factory owners. Branch factories should be established in the above four provinces as rapidly as markets develop, and skilled employees can be secured. The West is like a nest of hungry and naked fledglings, each a bundle of wants. If the Eastern manufacturer is to continue playing the part of mother bird, he should get his worm-digger near the nest.

An Incurable Malady.

SAID the sick union agitator: "I eats well, I drinks well and I sleeps well; but as soon as I sees a bit of work I goes all of a tremble." Unfortunate invalid! Since work constantly confronts the unemployed in Canada, he is doomed to become a living example of perpetual motion.

Cutting Off Their Noses to Spite Their Faces.

"THE threshermen and farmers of the Western provinces have come to an understanding among themselves, as far as it is in their power, not to buy anything that is made in Canada, as the East in particular has done all in its power to rivet the chain of tariff slavery round our necks, when we had a chance of an open door to one of our best markets.

"It is far better to buy foreign goods and pay the tariff, as the Government then gets the money as revenue, and it will help the people instead of going into the pockets of combinations and the corporate selfish class."

This remarkable letter was written by a Western thresher to the Goodyear Tire and Rubber Company of Canada, Limited, in reply to an advertising circular setting forth the merits of the Company's goods and soliciting an order. It seems incredible that Western farmers and threshers, as a body, would conspire to place orders with United States manufacturers instead of with Canadian manufacturers to avenge the defeat of Reciprocity. Business men would not adopt such an attitude, although unscrupulous individuals might advocate such a conspiracy in order to secure a reduction on their personal orders from United States manufacturers. The claim that the East riveted "the chain of tariff slavery" on the neck of the West is easily disproved by the return of the Clerk of Crown in Chancery for the last Dominion Elections:—

Province.	Conservative.	Liberal.
Manitoba	40,356	34,781
British Columbia	25,622	16,350

Saskatchewan and Alberta went Liberal. If two out of four of the Western provinces gave such majorities against Reciprocity, surely it cannot be said with justice that the East forced an anti-Reciprocity policy upon the West. On the other hand, Quebec, New Brunswick and Nova Scotia, all Eastern provinces, gave majorities for Reciprocity. Could not these provinces claim that the West had fastened "the chain of tariff slavery" upon their necks? Yet we hear of no conspiracies in Quebec, New Brunswick and Nova Scotia to send business out of Canada. The disgruntled thresher, who laments the loss of the opportunity to enter the "open door of one of our best markets," should read President Taft's masterpiece on how to make Canada an adjunct of the United States. He might discover that the "open door" was the inviting entrance to the robber's cave, where he would have been stripped and then cast forth shivering and naked, with the bang of the closed door echoing in his ears. It is quite true that, by purchasing goods in the United States, he would contribute to the revenue of the Canadian Government to the extent of the duty paid. But if everyone adopted his method of swelling the revenue, there would be few Canadian industries, because most manufactured goods would be bought from the United States or other countries. It is surely apparent that this would diminish our cities, transfer our industrial workers to the United States and impoverish our country. Keep the work, the workers and the money in Canada.

Town Planning.

MANUFACTURERS should urge municipal governments to take advantage of all town-planning legislation in existence in order to prevent avaricious speculators from extorting unjust prices, in sale or lease, from their employees. The Town-Planning Act of Great Britain,

introduced and championed by the Rt. Hon. John Burns, is inspiring similar legislation in Canada. An Act passed at the last session of the Ontario Legislature provides that the survey and sub-division of land within five miles of a city having a population of 50,000 people, shall be supervised by the Ontario Railway and Municipal Board. A similar Act was passed at the last session of the New Brunswick Legislature. Meanwhile, manufacturers located in cities having less than 50,000 inhabitants should use their influence to direct proper civic development; and to prevent crooked streets, evil transportation franchises, and all the horrors of slums, instead of curing them.

Employ Canadian Architects.

THE *Contract Record*, of Toronto, states that the plans for the new Y.M.C.A. building at Galt, Ontario, were designed by a firm of Chicago architects. Why do not the members of Y.M.C.A. building committees employ Canadian architects? Money to build and equip these institutions is subscribed in Canada, and not a dollar should be sent out of the country if it is possible to keep it here. It is natural that United States architects will recommend the purchase of United States material for these institutions. We do not know that this has been done in Galt, but, as a general rule, the preceding statement is correct. Surely there are architects in Canada who could design a building that would be a credit to Galt or any other Canadian community.

Newspapers and Protection.

A COMMITTEE, representing the Canadian Press Association, during its annual convention at Ottawa in June, asked Premier Borden and the Ministers of Customs and Finance to remove immediately the duty on type-setting and type-casting machines and parts thereof, and parts of newspaper presses. This action was not taken without strong protest on the part of a minority of the members, who pointed out that it was contrary to the policy of Protection, which had been recently re-endorsed by the country. Those who wanted the duty removed replied that the articles mentioned were not manufactured in Canada, consequently, there were no industries to protect. The obvious retort was made that there never would be such industries if the duty were removed, and they were forced to begin operation in competition with established foreign firms.

Newspapers should be the last to desert the policy of Protection, when they are pinched slightly by it. Let them contemplate their advertising columns and estimate how many advertisements come from Canadian industries which could not exist if exposed to foreign competition. If our manufacturing were transferred, as President Taft vainly hoped, to Chicago and New York, there would not be so much local advertising for Canadian newspapers.

Last year over one hundred new papers were started in Canada, or one every three days. Those in existence are enlarging their plants. Why should not all articles used in the various processes of printing be manufactured in Canada?

Dark Age Methods.

THAT there is no form of tyranny which surpasses union tyranny, where directed by an unscrupulous union executive, is illustrated by the following incident of the pressmen's-stereotypers' strike in Chicago, as described editorially by the *Chicago Daily Tribune*:—

"When these unions went out one man refused to join in the breach of contract. With exceptional courage, clear headedness, and good faith he kept to his work. That was sound unionism, if keeping bargains is good unionism, and if the rulings of the international body are good unionism. But it was resented by the strikers. This man is married and has a family. A persecution of his wife was begun. She was called to the telephone and compelled to hear abuse of her husband and threats against him. As soon as one message of this sort was delivered, another came. This was kept up during the night. There was no sleep that night as the calls came regularly every thirty minutes. Then the persecution took a still more alarming form. The wife's devotion had been attacked; now the mother's love was to be put on the rack. She was asked how her children would like to lose their father. The messages were kept up until the unfortunate woman was on the brink of collapse."

Trade union leaders would be better employed in raising the standard of efficiency from the dead level of a third rate equality, which Union wages so often produce, than in inventing methods of torturing the innocent that would have shamed the most barbarous people of the middle ages.

Crime Is Decreasing.

MANUFACTURERS will learn with interest and gratitude that crime seems to be decreasing in Canada. The report of criminal statistics for the year ending September 30th, 1910, just issued by the Minister of Agriculture, gives the grand totals of convictions as follows:

Year.	Convictions.
1910	11,700
1909	11,449
Increase	2.2 per cent.

But in proportion to population there was a decrease.

Year.	Population.
1911	7,081,869
1901	5,371,315
Increase in 10 years	31.6 per cent.
Average increase per annum	3.1 per cent.

Thus, while our population increased by at least 3.1

per cent., our criminal convictions increased by only 2.2 per cent.

Manufacturers probably suffer most through offences against property and the currency. The convictions for the various classes of offences appear below:

Offences against the person	2,632
Offences against property with violence	943
Offences against property without violence	6,780
Malicious offences against property	214
Forgery and offences against the currency	237
Other offences	894
	11,700

It is interesting to notice that in respectable old Ontario there were 5,373 convictions in 1910, while in the untamed Yukon there were only 23.

HON. W. T. WHITE, Minister of Finance, prophesies that the trade of Canada for the fiscal year 1912 will pass the billion dollar mark. The following statistics are for the fiscal year 1911:

Exports	$297,196,365
Imports	472,247,540
Total trade	$769,443,905

To reach the billion dollar mark, our trade must increase by $230,556,095. Can we do it?

Congratulations to Ourselves.

DURING its annual congress, held in April, the South African Manufacturers' Association congratulated itself on a membership of 454. The Canadian Manufacturers' Association can contemplate with equanimity its membership, which stood last month at 2,747.

Getting Skilled Workers.

THE manufacturers of South Africa are asking their Government to grant assisted passages to skilled artisans, their wives and children. By this method they hope to secure employees for many industrial plants which are heavily handicapped by the shortage of trained labor. This seems to be a state of affairs common at present to all the colonies of the British Empire, and particularly to Canada. Immigrants are taking up land and are becoming farmers. These farmers have to be fed, clothed, housed and amused. Their needs increase the home market. Industrial immigrants are needed to readjust the balance so that manufacturers can keep up to the demands of the home market, and, in addition, bid for export trade.

War on the Slum.

"WE must clear out the slum—whether in city, or village, or mining urban district. We cannot tolerate the slum any longer. And if, from any source, capital is found for housing, it will mean just the demand for labor which will be best calculated to level up wages in the village. Once this is effected the figure for wages will not fall again."

The above statement, made recently in the British House of Commons by Rt. Hon. David Lloyd George, Chancellor of the Exchequer, shows his uncompromising attitude towards the city slum. In England, the evil, on account of the great size of the cities, has assumed gigantic proportions. Immigrants are planting the seeds of future slums in Canadian industrial centres. The slum has a three-fold remedy: rapid transportation, cheap land, and alert municipal officials. In Canada, we should prevent slums instead of curing them. Strike while the cities are small.

Scott in Saskatchewan.

AS a result of Sir Wilfrid Laurier's determination to make the ghost of Reciprocity walk aimlessly about the land, instead of allowing it to remain where it was decently interred last September, the Anti-Reciprocity League of Canada has been revived. If further justification for this action were needed, it might be found in the attitude of Premier Walter Scott, as the Saskatchewan elections approach:

"What is the issue between the parties in Saskatchewan?" asks Mr. Scott. "The question which has overshadowed all others in the public mind during a year past is that of wider markets for Saskatchewan products. Although the Provincial Legislature has no direct voice in the matter, the fact cannot be ignored that the result of the next provincial elections in Saskatchewan will have a large influence in determining whether Western farmers must remain subject to the tyranny of the protected interests in the East, both in respect of the prices paid for goods which the farmer must buy and the prices received for the products which he has to sell.

"The fact cannot be denied nor ignored that defeat of the Government will be construed as a reversal by Saskatchewan of the verdict recorded last September in favor of additional markets. The lack of the United States market which was placed in Canada's grasp in 1911, has within the year undeniably entailed immense loss to this province. Are the electors of the province content to represent themselves as willing to forego that near-by and advantageous market as well as to represent themselves as opposed to lower tariff duty?

"Defeat of the Government will be taken to mean capitulation of the farmers to the protected interests. On the other hand, victory for the Government will mean a blow in favor of wider markets and lower duties. That the Tory forces and protected interests of the East think it

necessary for their own security to capture Saskatchewan has been made very plain. The coming fight will be the farmers' own fight."

Good politics, Mr. Scott, but bad statesmanship. He seizes the opportunity to ally himself with the other destructive forces of nature. A late season injured the Western wheat crop. Mr. Scott hastens to place the blame upon the East, although the West has almost as much to do with the defeat of Reciprocity. Is it statesmanship to set East against West by a false cry? Is it loyalty to attempt to put farmers and manufacturers in opposite camps? Would it not be more becoming to encourage co-operation among all classes to promote the welfare of Canada?

Describing Canada.

KNOWLEDGE of Canada has increased among the British people since the days when a London artist suggested one of our national pastimes by depicting an Indian gaily shooting over Niagara Falls in a beaded birch bark canoe, but much remains to be learned. "Advertising," a British magazine, which publishes a Canadian supplement, contained the following illuminating information in a recent issue: "There are huge areas of Canada where practically only one sort of food is produced. Into such districts every other kind of product must be imported. For fifty miles around Hamilton, Ont., practically nothing but peaches is produced." The suggestion that the population of the district about Hamilton is composed of a race of peach-tree dwellers, who occupy themselves by eating peaches and pelting each other with the stones, presents a scene of Arcadian simplicity which will be interesting to the farmers of the district mentioned, who grow nearly everything capable of being produced in Canada. Another economic gem is revealed in the following comment: "There are large factories springing up in the vicinity of Toronto, but it will be many years before Canada will be able to supply her own existing needs, for the simple reason that manufacturing in Canada will only pay under very special conditions." The word "vicinity" is elastic, and, in the grasp of daring minds, might be stretched to cover several thousand square miles. In regard to Toronto, it is safe to say that the factories of that city, which number nearly one thousand, have already sprung up; that additions to them are springing up; and that the "very special conditions" necessary to make manufacturing a success, exist not only in Toronto, but in the majority of the other great cities of Canada.

The British Manufacturers.

THE hospitality of members of the Association has been freely extended to the party of British manufacturers who are touring Canada. They are combining pleasure and business, by seeing the country and watching for commercial opportunities. We want to manufacture everything used in Canada, if possible, but if money must go out of the country, we prefer to have it go to Britain rather than to foreign countries. During the fiscal year ending March 31, 1911, the value of goods, wholly or mainly manufactured, dutiable and free, imported into Canada, was $271,013,180, divided as follows:

From Great Britain	$91,784,210
From other British possessions	1,132,258
From foreign countries	178,096,712

We do not want British manufacturers to take orders away from us, but we would be glad to see them taken away from foreigners, if we could not get them ourselves. British manufacturers can substitute their goods for foreign goods in Canada best by establishing factories in the country. There are great opportunities for investment. We wish our visitors pleasure and success.

Equal Walls.

CANADIANS do not realize how much higher United States duties are than Canadian duties. The average ad valorem rates of duty imposed on all dutiable goods during the fiscal year 1911 by each country were as follows:

By the United States	41.22 per cent.
By Canada	25.57 per cent.

That is, the average United States rate against the world was 15.85 per cent. higher than the Canadian rate.

The average ad valorem rates of duty imposed on dutiable goods which pass between the two countries are:

By the United States	45 per cent.
By Canada	25 per cent.

The United States charges an average rate of 45 per cent. on Canadian goods and Canada only charges an average rate of 25 per cent. on United States goods. Figuratively speaking, Canadians have to throw their products over a 45 foot wall and the Americans have only to throw their's over a 25 foot wall. Who will get the most over? The answer may be found in the Trade and Commerce returns, showing Canada's trade with the United States:

Year ending	Imported. from U.S.	Exported. to U.S.
Mar. 31, 1911	$284,934,739	$112,208,676
Mar. 31, 1912	356,358,179	120,534,993

During the latter year Canada imported nearly three times as much from the United States as she exported to the United States.

The present movement towards tariff revision downward in the United States need not be accompanied by similar action by Canada. The United States can reduce their wall by 44 per cent. before it is as low as that of Canada.

EXECUTIVE COUNCIL PROCEEDINGS

Reports of the Various Committees and the Order-in-Council Affecting the Duty on Cement. Complaints of Delay to Freight in Transit. Exchequer Court Decision Covering Lumber. Duties Removed.

Bad weather and counter attractions reduced the attendance at last month's meeting of the C. M. A. Executive Council to the lowest point it has reached in years. There were still about twenty present, but usually it is nearer forty than twenty.

Vice-President Gourlay, who occupied the chair, put the business of the meeting through with order and despatch.

New Offices and New Officers.

The report of the Finance Committee reflected the continued growth of the Association and the widening scope of its work. Mr. H. T. Meldrum, formerly Montreal Secretary, has been appointed Assistant Secretary for the East, with headquarters in Montreal. A new position, that of Assistant Secretary for the West, has been created and the appointment conferred on Mr. G. F. C. Poussette, who will make his headquarters in Winnipeg.

This month the head office staff is being enlarged by the addition of a rate clerk in the Transportation Department and a general office assistant who will have as his special care the filing and systematizing of the Association's steady accumulation of correspondence and documents.

The Association is taking over a lease of three more rooms in the Traders Bank Building, to which the INDUSTRIAL CANADA Department will be transferred. In another year it is hoped that it will be possible to bring all the C. M. A. offices together into one big suite.

Commission on Statistics.

By Order-in-Council a Departmental Commission on Statistics has been appointed, consisting of the following gentlemen: Richard Grigg, Commissioner of Commerce, Chairman; Prof. Adam Shortt, Civil Service Commissioner; Ernest Henry Godfrey, Census and Statistics Branch; W. A. Warne, Statistical Branch, Trade and Commerce; Robert Hamilton Coats, Department of Labor; John R. K. Bristol, Department of Customs. They will enquire into the statistical work now being carried on in the various departments, as to its scope, methods, reliability, and whether and to what extent duplication occurs. They will communicate with the various Provincial Governments to ascertain what is being done by them in the way of collecting statistics, the methods used and the results attained. The Commission will report in September to the Minister of Trade and Commerce on a comprehensive system of statistics adequate to the needs of the country, the thought apparently being that all such work could with advantage be centralized and systematized at Ottawa.

The Commercial Intelligence Committee have asked and received assurance that they will be consulted by this Commission as to the kind of data which manufacturers should be asked to furnish.

Catalogues.

Fair progress is being made with the collection of catalogues that are to be sent out to Canadian Trade Commissioners abroad. There is no disguising the fact, however, that the strong demands of the home market are making export trade less attractive to the Canadian manufacturer.

Duty Stamps.

Arrangements have been made by the Association whereby there will be available for distribution through its office duty stamps of the Commonwealth of Australia and of the Union of South Africa. Advertising literature, such as catalogues, etc., going into these countries through the mail, is subject to duty, and it is frequently to the interest of the sender to prepay same if possible. The duty stamp affords an easy means of ensuring the prompt delivery to the addressee, without involving the latter in any expense. A circular will shortly be issued with full information on the subject.

Ontario Insurance Act.

In connection with the provisions of the above Act, the Manager of the Insurance Department has received a license to act as a broker for business with unregistered foreign corporations, and is competent to serve the interests of members of the Association in this capacity. Just here it may be mentioned that Mr. Heaton has left for England in the interest of the business of the Central Canada Manufacturers' Mutual Fire Insurance Company. Incidentally it is expected that as a result of his visit he will be able to improve very materially the service of his department.

The Transportation Committee have a long list of important items under their consideration, but most of them are still in such shape that they cannot be reported on.

Complaints of Delays to Freight in Transit.

The circular asking for complaints in the above matter brought forth replies from members all over Eastern Canada. These were tabulated and presented to the Board of Railway Commissioners in Ottawa on June 18th. They presented such a record of carelessness on the part of the railways that it is almost certain the Board will have to do something to bring about an improvement. Many of the complaints were in connection with less than carload shipments, indicating that the trouble was due to a lack of proper supervision. The department will again communicate with members on the subject, with a view to keeping up a persistent campaign until relief is afforded.

Rates on Iron and Steel Articles to the Pacific Coast.

The proposal to make the minimum rate on the above commodities 75 cents per 100 pounds, effective July 1st, has been modified to a 65 cent basis, effective July 15th. The advance affects only galvanized pipe, wire, bar and hoop iron, light rails, steel bar twisted, track bolts, spikes, angle bars, tie plates and iron wire. The rate on the last-mentioned articles is advanced 5 cents, and on the first two items 15 cents per 100 pounds.

Supreme Court Reference on Company Incorporation.

The Parliamentary Committee reported having learned that the reference now before the Supreme Court on the question of the jurisdiction of the Provinces and the Dominion over the incorporation and licensing of companies would not be argued until October. In the meantime the test

cases which were being brought in British Columbia were being prosecuted with a view to having them heard, if possible, along with the larger reference.

Exchequer Court Decision Covering Lumber.

On June 12th last judgment was given in the Exchequer Court by Mr. Justice Cassels to the effect that lumber planed on one side and sized by a further process than ordinary mill sawing would be subject to duty on importation into Canada from the United States at the rate of 25 per cent. An appeal from this decision has been taken to the Supreme Court. Meanwhile the duty is not being collected.

Cement.

The following is the text of the Order-in-Council affecting the duty on cement:

On a memorandum dated 8th June, 1912, from the Minister of Finance, stating that from information which has reached him from reliable sources there appears to be a serious shortage at various points in the Dominion in the supply of cement required for building, paving and other uses, and that in consequence heavy business loss and public inconvenience are likely to occur unless remedy is found.

The Minister observes that the condition referred to has apparently been brought about by an unprecedented demand for the commodity in question, and has been aggravated by the fact that the Canadian manufacturers of cement have experienced difficulty in promptly making shipments by rail and water.

The Minister, therefore, in order to mitigate the loss and inconvenience above referred to, deems it right and conducive to the public good to recommend that assurance be given to importers of Portland cement and hydraulic or water lime, in barrels, bags or casks, described in tariff item 290 of the Customs Tariff, 1907, that upon application by them for remission of customs duty on such Portland cement and hydraulic or water lime, and the bags in which the same is imported as described in tariff item 291, which have been entered on and after the 12th day of June, 1912, and upon which duty has been paid, one-half of the duty so paid will be refunded, and that the publication of this Order-in-Council shall be deemed to be a communication of the assurance to such importers.

The Minister further recommends that this concession for remission of the Customs duty on Portland cement and hydraulic or water lime, and coverings, shall only be granted from the 12th day of June, 1912, to the 31st day of October, 1912, both days inclusive.

The Tariff Committee reported the following list of Orders-in-Council and Customs Decisions, most of which were made at the instance of the Association:

Orders-in-Council.

The following articles used as materials in Canadian manufactures are hereby transferred to the list of goods which may be imported into Canada free of duty of customs until otherwise ordered:

Cane, Reed or Rattan, not further manufactured than split, when for use in Canadian manufactures.

Flat Braids or Plaits, of glazed cotton thread, not over one-quarter inch wide, when imported by manufacturers of hats for use only in the manufacture of hat bodies.

Celluloid Xylonite or Xyclite, in sheets, lumps, blocks, cylinders, rods or bars, not further manufactured than moulded or pressed, when for use in Canadian manufactures.

Artificial Abrasives, in bulk, crushed or ground, when imported for use in the manufacture of abrasive wheels and polishing composition.

Hard Rubber in Strips or Rods, but not further manufactured, when for use in Canadian manufactures.

Peroxide of Barium, non-alcoholic, for use in the manufacture of peroxide of hydrogen.

Binitrotoluol, Trinitrotoluol and Perchlorate of Ammonia, when imported by manufacturers of explosives for use exclusively in the manufacture of such articles in their own factories.

Glass Plates or Discs, rough cut or unwrought, for use in the manufacture of optical instruments, when imported by manufacturers of such optical instruments.

Yarns, Threads and Filaments, of artificial or imitation silk, produced from a form of cellulose obtained by chemical processes from cotton or wood, when imported by manufacturers of knitted, woven or braided fabrics, for use only in their own factories in the manufacture of such knitted, woven or braided fabrics.

The following articles used as materials in Canadian manufactures shall be subject to the following reduced duties of customs until otherwise ordered, viz.:

Collodion, for use in films for photo engraving and for engraving copper rollers, when imported by photo engravers and manufacturers of copper rollers: Under British Preferential Tariff, 15% ad valorem; under Intermediate Tariff, 17½% ad valorem; under General Tariff, 17½% ad valorem.

Special Parts of Metal in the rough, when imported by manufacturers of cameras or kodaks, for use only in the manufacture of cameras or kodaks: Under British Preferential Tariff, 5% ad valorem; under Intermediate Tariff, 7½% ad valorem; under General Tariff, 7½% ad valorem.

Peppermint Oil, when for use in Canadian manufactures: Under British Preferential Tariff, 5% ad valorem; under Intermediate Tariff, 7½% ad valorem; under General Tariff, 10% ad valorem.

Undyed Ribbon, when imported by manufacturers of typewriter ribbon for use only in the manufacture of such ribbon in their own factories: Under British Preferential Tariff, 10% ad valorem; under Preferential Tariff, 12½% ad valorem; under General Tariff, 15% ad valorem.

Fabrics of which silk is the component material of chief value, when imported by manufacturers of neckties for use only in the manufacture of such articles in their own factories: Under British Preferential Tariff, 17½% ad valorem; under Intermediate Tariff, 20% ad valorem; under General Tariff, 20% ad valorem.

Paper Matting, when for use in Canadian manufactures: Under British Preferential Tariff, 17½% ad valorem; under Intermediate Tariff, 22½% ad valorem; under General Tariff, 25% ad valorem.

The following articles used as materials in Canadian manufactures are hereby transferred to the list of goods which may be imported into Canada free of duty of customs under the British Preferential Tariff and subject to the reduced duty of customs as hereinafter set out under the Intermediate and General Tariffs, until otherwise ordered.

Drawn Iron or Steel, hoop, band, scroll or strip No. 14 gauge and thinner, galvanized or coated with other metal or not, when imported by manufacturers of mats for use only in the manufacture of such mats in their own factories:

Under British Preferential Tariff, free; under Intermediate Tariff, 5% ad valorem; under General Tariff, 5% ad valorem.

These Orders-in-Council came into effect on June 14th.

Customs Decisions.

Rectangular Carbons above 35 inches in circumference may be entered free of duty under Item 315 of the Tariff.

Smooth-on Cement has been ruled to be dutiable under the provisions of Tariff Item 711, General Tariff rate 17½%.

Scoring, Creasing and Perforating Rules may be entered under Item 442 of the Tariff as parts of paper cutting machines. British Preferential, 5%; General Tariff rate, 10%.

Steel Plates, galvanized and punched, are not entitled to entry free of duty under Item 470 of the Tariff when imported for use in the construction of vessels.

Witch Hazel Extract, containing not more than 40% of proof spirits, is rated for duty under Item 220 of the Tariff, rate under all tariffs, 50%.

Milanite Nails have been ruled to be dutiable under Item 417 of the Tariff; General Tariff rate, 35%.

New Members.

The following firms were duly elected to membership in the Association:

Brighton, Ont.

M. S. Butler—Motor boats.

East Apple River, N.S.

Chas. T. White & Son, Ltd.—Wood turned goods.

Montreal, Que.

Benson & Hedges, Ltd.—Cigarettes.
Boston Blacking Co.—Blacking, etc.
Curtis's & Harvey (Canada), Ltd.—Explosives.
Harris, Harkness & Co.—Cigars.
Henry McMullen & Co.—Shirtwaists.

Ottawa, Ont.

E. B. Eddy Co., Limited. (J. F. Taylor, 3rd member.)

Sherbrooke, Que.

Sherbrooke Machinery Co., Ltd.—Pulp mill machinery.

Toronto, Ont.

Canadian Kodak Co., Ltd. (S. B. Cornell, 2nd member.)
H. S. Cooper Co.—Embroidery, etc.
John D. Ivey Co., Ltd.—Hats.
Perfection Cooler Co., Ltd.—Bottle top coolers.
Fred. G. Soper Co.—Window shades.

Unless the unexpected happens there will be no more meetings of the Executive until after the Annual Convention. With the C. M. A., as with other organizations, business slackens off during the holiday season, and the hard-working committee-men will be given a much-needed rest.

STRIKE RECORD SHOWS INCREASE.

The number of labor disputes in existence increased considerably during May. Conditions, however, compare favorably with those of the corresponding month last year. There were 29 strikes reported to the department, as compared with 19 during April and 34 during May a year ago. About two hundred firms and four thousand employes were involved in these disputes, the loss of time to employes being approximately 60,000 working days, as compared with a loss of 150,000 working days during the preceding month, and a loss of 299,400 during May last year. Few disputes of importance as from the point of view of the number of workers thrown out of employment commenced during May, only two occurring which involved more than two hundred employes. As neither of these disputes lasted for more than a week, it will be seen that the strike situation generally was much more favorable than during May, 1911, in which month seven disputes commenced, each of which threw out of employment more than two hundred men, besides nineteen involving a smaller number of workmen. Numerous disputes commencing during May were the result of a failure to reach a new agreement as to rates of wages, and in many cases the stoppages of work were only of short duration, normal condition being resumed without much loss of time.

HOW GERMANY PROTECTS HER SUGAR.

Germany has paid in direct bounties to the country in the presidential campaign years over $60,000,000, and in twenty years has paid $290,000,000 in export bounties. But the Germans are protectionists, and are very proud of what they have accomplished in that direction, though they had greater difficulties to overcome than has the United States. —American Economist.

MUNICIPAL ADVERTISING.

A city or town must not only be introduced to the public, but must also be kept before the public. Communities which advertise their existence usually prosper. This truth is illustrated by the following barnyard philosophy, for which an unknown journalistic blacksmith is responsible:

When Mrs. Goose has laid an egg
  She does not cackle. No;
She keeps the matter mum—she's like
  A lot of towns I know.

But Mrs. Hen is different—
  When she doth eggs produce
She publishes the fact abroad
  Because—she's not a goose.



Wilf: A fella can't expect to catch anything with Jaffray's geese rilin' the crick like that.—*Toronto World.*



Premier Walter Scott will not find any birds in last year's nest.
—*Toronto News.*



The cat came back.
—*Toronto News.*

LABOR UNIONS IN CANADA.

International Unionism Has a Firm Grip on Canadian Industry—Toronto Leads All Other Cities in Membership.

The Department of Labor, in its recent report on the labor organization of Canada, states that there are 1,741 local unions in Canada, of which 1,531 are international in character, and the remainder are associated with central bodies having no affiliation outside the Dominion. Ontario bulks largely in trade unionism, claiming 700 local unions out of 1,741 in Canada. British Columbia comes second with 234 local unions, and Quebec is third with 205. The other Provinces divide the honors as follows: Alberta 153, Nova Scotia 138, Manitoba 118, Saskatchewan 84, New Brunswick 73, Prince Edward Island 7. These figures as to Provinces include all local unions, whether international or otherwise; in Prince Edward Island there are respectively three international and four national bodies. The special strength of unionism is necessarily in the larger cities, and the four largest cities in Canada comprise between them about one-fifth of the local unions, proportioned as follows: Toronto 105, Montreal 95, Winnipeg 79, Vancouver 76. Other cities rank in number as follows: Hamilton 48, Ottawa 47, Quebec 42, Victoria 42, Calgary 40, London 35, Edmonton 33, St. Thomas 28, Fort William 28, Lethbridge 28, Port Arthur 27, Halifax 22, Moose Jaw 21, Saskatoon 21, St. John 20. It is interesting to note in these figures the prominence taken by Western cities and how far in some cases they have, relatively speaking, outstripped the older Eastern cities in labor organization.

Interesting Statistics.

The total estimated membership in Canada of trade unions is 133,132, the Canadian international roll reaching 119,415, the remainder belonging to purely Canadian unions. Of the latter class the membership is no doubt actually larger than these figures indicate, but precise reports have not been received. The international bodies represented in Canada show a total membership, mostly in Canada and the United States, of 2,340,865 members comprised in 27,418 unions; there are besides, it will be remembered, a considerable minority of trades organizations in the United States without branches in Canada, the membership of which in the United States will increase the total considerably. The total union membership in the United States is placed at 2,625,000 for 1910, a somewhat greater strength relatively than in Canada, having regard to the respective populations.

The report includes an interesting statement of the totals of trade union membership as to various leading countries of Europe, and including Canada and the United States respectively, the figures being as follows:

	Total membership.	Percentage of membership to total population.
Austria	400,505	1.4
Belgium	138,928	1.8
Denmark	131,563	4.9
France	977,350	2.5
German Empire	2,688,144	4.1
Hungary	85,266	.4
Italy	167,256	.5
Netherlands	143,850	2.4
Sweden	148,649	2.7
Switzerland	110,749	3.1
United Kingdom	2,426,592	5.4
United States	2,625,000	3.0
Canada	133,132	2.0

Canada, it will be noticed, is less highly unionized than many European countries. Germany has the largest union membership, exceeding even the figures of the United States, with its greater population. but Great Britain shows the highest percentage of unions to population, Denmark being second, Germany third, and the United States fourth.

The report serves also as a trade union directory, including, as it does, the names and addresses of secretaries for 1912 of all Canadian trades organizations.

UNITED STATES WOOL.

Schedule K, of the United States tariff, governing woollens, has aroused a great deal of controversy during the last two years. The magnitude of the woollen and worsted industries of the United States is shown by the following table, published by the American Economist:

Number of establishments	913
Capital	$415,465,000
Cost of materials used	$273,466,000
Salaries and wages	$79,214,000
Miscellaneous expenses	$21,347,000
Value of product	$419,826,000
Value added by manufacture (products less cost of materials)	$146,360,000
Employees:	
Number of salaried officials and clerks	5,325
Average number of wage-earners employed during the year	162,914

New Schacht Manager.

F. L. Reed has been appointed general manager of the Schacht Motor Car Company of Canada, Hamilton, Ont. Mr. Reed has had wide experience in a similar capacity in the United States.



A Bird of Ill Omen.
—Political Economist.

THE PANAMA CANAL

By J. T. Stirrett

The Great Majority of Canadian Manufacturers Will Receive More Injury than Benefit from It During the First Years of Its Operation Unless Freight Rates Are Re-adjusted and Western Branches Established.

THE Panama Canal will probably be finished by July 1st, 1913. What will this expenditure of about four hundred million dollars on the part of the United States Government do for the manufacturers of Canada?

Much has been said, and more has been written, both in America and Europe, upon the general effect of the opening of the Canal on the trade of the world. It is safe to say that the greater part of this writing, both official and unofficial, is purely conjecture. The bi-section of two continents, both well populated and civilized, may produce results entirely out of all reckoning, but until tolls, rates and routes are in operation it is difficult to forecast accurately what changes will be wrought.

The writer would like to hazard two prophecies: First, that the Panama Canal, if operated successfully, will, during the first years of its existence and perhaps ultimately, injure Canadian manufacturers more than it will benefit them; secondly, that the greatest hope of direct benefit from the Canal for Canadian manufacturers will consist in utilizing it to build up an export trade when the Canadian home market has been supplied.

The probable direct effects of the opening of the Canal on Canadian manufacturers may be dealt with under three heads: Manufactured goods, raw material, and foreign competition.

As to Manufactured Goods.

The Panama Canal will give cheaper transportation for the manufacturers situated in the eastern and western fringes of Canada, but it will do little or nothing for those inland.

The position of the Canadian manufacturer to-day is that which has been common to the manufacturers in all new countries which are under a protective tariff, and in receipt of constant additions to the population from older countries. The home market is monopolizing his attention. The export trade of Canada in manufactures, comparatively speaking, is small, and little of that now in existence will use the Panama Canal. Canadian manufacturers are concerned principally with inter-provincial trade.

Ontario is the manufacturing centre of the country; almost equi-distant from the Atlantic to the Pacific Ocean; therefore, the shipping of manufactured goods in Canada is done principally from Ontario and Quebec east and west by rail. A glance at the distribution of the membership of the Association by provinces will prove this statement: Ontario, 1,677; Quebec, 712; Nova Scotia, 81; British Columbia, 112; New Brunswick, 43; Manitoba, 102; Alberta and Saskatchewan, 21; and P. E. Island, 2.

Canadian Panama Line.

The present indications are that a Canadian line of steamships operating through the Panama Canal would have to face severe competition. On May the 23rd the United States Congress, by a vote of 147 to 126, reaffirmed their decision that no toll should be charged American vessels engaged in coast-wise trade through the Panama Canal.

The ships of other nations are prevented by law from engaging in the coast-wise trade of the United States, consequently this throws the whole bulk of the coast-wise shipping of the United States through the Panama Canal into the hands of United States Companies. Although the United States cannot engage in our coast-wise trade, Canadian goods can be shipped via Boston if Canadian Customs officials are appointed at the point of transhipment.

Railway Competition.

In the second place, Canadian ships would have to compete against the transcontinental railroads, the Grand Trunk Pacific, the Canadian Pacific, and the Canadian Northern. They can do so successfully only in exchanging products of British Columbia and of the Maritime Provinces. British Columbia lumber can come east cheaper via water than by rail so far as Canadian ports are concerned. But the probable advantage to British Columbia lumbermen, in regard to United States trade, depends on the toll exacted at the Canal. The duty on lumber entering the United States is $1.25 per thousand feet. Because it costs more to build ships in the United States than in Canada, British Columbia merchants can lay their lumber down in United States Atlantic ports to an advantage of $1.25 per ton over United States competitors. But, if British Columbia lumber has to pay $1.25 per ton toll at the Panama Canal, this advantage will be eliminated.

There will be a great inland region which will continue to be exclusively railroad territory, so far as transportation is concerned. For example, a manufacturer in Ottawa wishes to send goods to Edmonton. There is no doubt that he will send them by railway direct instead of shipping east to Montreal, transferring to a vessel and forwarding to Vancouver via the Panama Canal, and re-shipping by rail to Edmonton. One prominent transportation official, in discussing this point, says: "Manufacturers west of Montreal have to pay such a high rate to Montreal that it is almost impossible to meet the all-rail rate from points west of Belleville. This has been proved in the case of the Tehauntepec route. Of course, when the Panama Canal is completed possibly lower rates to Vancouver and British Columbia can be made than via the Tehauntepec Railway, but I am very doubtful if for many years to come it would be possible to operate a line of steamships from Canada to British Columbia via the Panama Canal."

Rapid Transportation Needed.

If the statement made by this transportation official is true, only those manufacturers in Ontario, out of a total of 1,677, who are east of Belleville would be able to ship goods to Western Canada via the Panama Canal. Therefore, about 1,600 would be excluded from the use of the Panama Canal. The factories of Nova Scotia, New Brunswick and Prince Edward Island, probably about 100 all told, would be able to use the Canal, especially in winter. Many of the



Culebra Cut, Looking South, Showing Well or Churn Drills.



Proposed Site of Dry Dock, Shops and Commercial Docks at Balboa.

Quebec factories, within reasonable distance of Montreal, would ship via the Great Lakes route in summer. British Columbia manufacturers who are busy supplying the home market would have very little occasion to use the Canal, except for shipping the surplus canned fruit, canned fish, etc., to Europe.

One of the problems of Canadian manufacturers supplying the home market is that of quick transportation. For this problem the Panama Canal offers little solution. It is estimated that the passage from Montreal to Vancouver via the Canal would take thirty-five days, averaging the steamship sailing. Freight moves from Montreal to Vancouver by rail, on the average, in about sixteen days. For orders requiring quick delivery the railways will always have the advantage. The class of goods for which the Panama Canal can compete will be heavy goods on which quick delivery is not required. Some transportation men prophesy that the Panama Canal will carry heavy merchandise from coast to coast and that the transcontinental railways will be turned into fast carriers of light goods at higher rates than those existing for both classes of goods at present. For example, a factory manufacturing agricultural machinery situated in St. John or Halifax could ship a cargo via the Canal and store it in Calgary. Manufacturers could stock branch factories with a year's supply of heavy goods which were not needed immediately.

Would Railways Throttle Ships?

There would be danger of the railroads getting control of a Panama Canal steamship line. Both the Canadian Northern and the Canadian Pacific Railways have steamship lines, and they are the most likely parties to build a new line between East and West, via the Panama Canal. If the railways get control of the Panama line they would be able to strangle transcontinental competition. There are various ways of getting control, viz,: building a line of ships operating in conjunction with the railway, buying up all the wharfage at their terminals, forbidding competing ships to take on cargo at railway wharves, etc. To preserve water competition, the Government might refuse to pay the tolls on ships owned completely or partially by the railways, or establish a Government line of ships. If the Government can build and operate such railways as the Intercolonial and Grand Trunk Pacific, it would be hard to maintain that the Government cannot build and operate a line of steamships. The Dominion Railway Commission could prevent the railroads from eliminating the Panama Canal as a competitor by co-operating with the Government to secure fair and equitable rates, both on land and water.

The great majority of Canadian manufacturers cannot expect much aid from the Panama Canal to solve their transportation problems. An order from the Dominion Railway Commission readjusting the freight rates throughout Canada and providing adequate service would be of greater benefit.

Raw Material.

As regards raw material, the greater part of the raw material used by our great industrial concerns is purchased in Canada or the United States. Only a very small percentage of what is imported can be shipped through the Panama Canala. The estimate is as low as one per cent.

It Will Help the British Manufacturer.

There is no doubt that the Panama Canal will operate in favor of the British and foreign manufacturer against the Canadian manufacturer on the Pacific Coast. For European trade the Panama Canal will have three competitors: the Suez Canal, the Tehauntepec route, and transcontinental railways.

The distances and time required for shipment of freight from Liverpool to Vancouver via the four routes are as follows:

Routes.	Nautical miles.	Days required.
Tehauntepec	7,169	40 to 45
Panama Canal	8,038	50 to 55
Suez Canal	15,176	65 to 90
Transcontinental Railways (land)	5,710	25 to 30

There are so many details, such as class of goods, carload lots, insurance, date of delivery, etc., to be considered in making comparisons of these routes that it is safer to generalize. The transcontinental railroad route is the fastest and dearest. The Suez Canal route is the slowest and cheapest. Tehauntepec and Panama strike the average of speed and cost.

Tehuantepec has the advantage in distance over Panama, but this is overcome by the fact that goods shipped from Liverpool to Vancouver via the Panama Canal can go direct; while those shipped via Tehuantepec must be unloaded on the east side of the Isthmus, carried across it by a railroad 190 miles long, and re-shipped from the west side of the Isthmus. Competition between these routes will reduce rates and stimulate shipping via the Isthmus.

The rates from Liverpool to Vancouver via the Suez Canal attract non-perishable package freight, and are slightly lower, on the whole, than those via Tehuantepec, owing to the longer time required for passage. For example, the rate on iron and steel via Tehuantepec averages about $7.20 per ton; via Suez, about $6.50 per ton.

No rates for the Panama Canal are yet available. The rates via Tehuantepec from Liverpool to Vancouver average from $4.80 to $10.80 per gross ton. The insurance is from ⅝ to 1 per cent. invoice less 10 per cent.

Water Versus Rail.

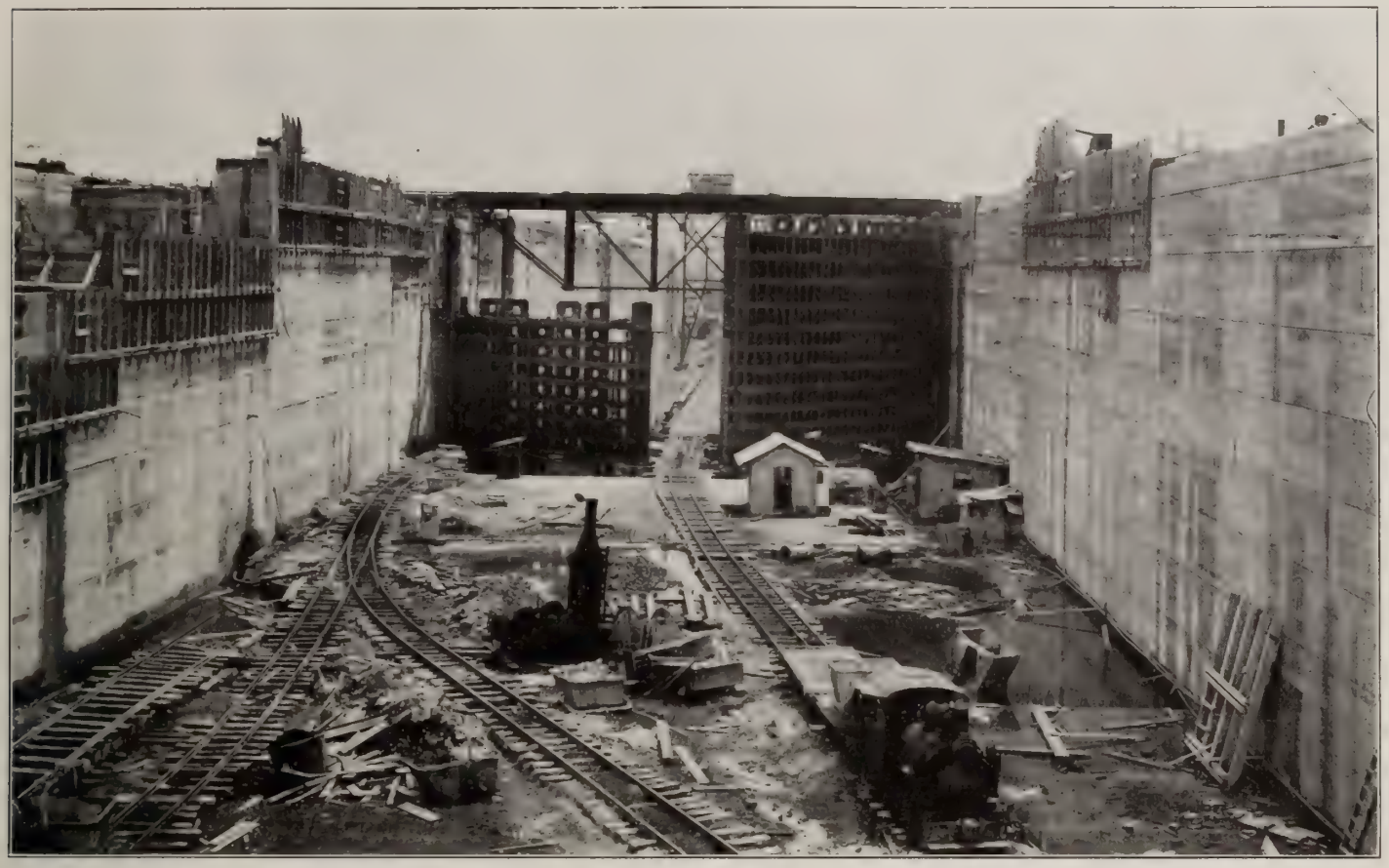
The British manufacturers are landing large quantities of goods in Vancouver and Victoria, B.C., shipped from Liverpool, via the Tehuantepec route. How the Tehuantepec route has the advantage of the railways in rates is shown by the following table compiled by Mr. J. E. Walsh, manager of the Association's Transportation Department:

Article.	Tehauntepec. Liverpool to Vancouver. Per 100 lbs. any quantity.	Rail. Montreal. and Toronto to Vancouver. Per 100 lbs. (car loads)
Bags and bagging, jute	.43	.95
Bedsteads, iron	.77	1.20
Books, n.o.s.	.97	1.55
Boiler plates, n.o.s.	.38	.90
Boots and shoes, leather	1.05	2.35
Bolts and nuts	.38	.90
Canada plate	.38	.95
Canned goods, n.o.s.	.56	1.05
Condensed milk	.54	.95
Cotton piece goods	1.13	1.23

Coming via Suez, Too.

The Suez Canal tolls are at present $1.30 per net ton on ships with cargo and 82 cents per net ton on ships in ballast.

The passenger toll is $1.93 on adult passengers. The Adamson Bill provides that the tolls on the Panama Canal shall not exceed $1.25 per net ton and that the passenger toll shall not be more than $1.50.



Pedro Miguel Locks, West Chamber, Looking South, Showing Construction of Upper Guard Gates



Miraflores Upper Locks, South End of West Chamber, Showing Stoney Gate Valve Frame in Position in West Wall

Monsieur L. C. Perrier, chief engineer of the Suez Canal, was interviewed by the writer while in Toronto on June 14th.

"The Suez Canal will not be affected materially by the opening of the Panama Canal," he said. "We have a constant source of traffic in the trade between Europe and Asia. I believe that the Panama Canal will create its own business."

In that case, what truth is there in the rumor that the Suez toll will be shortly reduced to $1 per net ton?

British and other European goods are coming into British Columbia in great quantities now by Suez, as the following statement by Mr. Walsh of cargo received at Victoria and Vancouver via that route proves:

Steamship.	Victoria. Tons.	Vancouver. Tons.	Date.
Ning Chow	2,485	5,150	Aug. 8, 1910
	(Chinese freight not included in above)		
Bellerophon	3,350	9,720	July 8, 1910
Canfa	2,232	3,919	June 10, 1911
Protesilaus	1,823	5,629	Apr. 20, 1910

It is interesting to notice what was in these cargoes. They included the following manufactured goods: Hollow ware, books, malt extract, anvils, vices, steel plates, steel sheets, fish hooks, chains, iron bars, fire brick, steel pipe, tin plate, glazed brick, canned goods, claret, linoleum, paper, bottled ale, wire rope, whiskey, pickles, sauces, candles, woollens, mill boards, sheet lead, ink, pig iron, burlap, cement, furniture, custard powder, paints, window glass and marmalade.

Money Leaving Canada.

The amount of money which is being sent out of British Columbia in payment for imported manufactured goods is indicated by the following statistics from the Trade and Navigation returns for the year ending March 31, 1911:

Goods.	Imported through Vancouver.	Imported through Victoria.
Ale, beer and porter	$ 172,657	$ 76,975
Books, periodicals and other printed matter	185,358	46,922
Costumes and theatrical scenery	189,303	173,716
Iron and steel goods	5,369,558	975,585
Paper goods	306,624	70,815
Sugars and syrups	2,390,843	92,052
Wood and manufactures of	196,109	54,583
Wool and manufactures of	837,275	241,494

If British and foreign manufactures are coming thus via Tehauntepec and Suez, how fast will they come in if Panama underbids both of them for freight, or forces a rate-cutting war? Truly, the preferential tariff is the friend of the British manufacturer on the Canadian Pacific coast.

East and West.

The Customs returns for the year ending March 31, 1911, as analyzed by Mr. R. W. Breadner, manager of the Association's Tariff Department, show the value of all manufactured goods imported by eighteen principal Canadian cities during the year. Thirteen of the cities are located in Eastern Canada; five in Western Canada.

Here are the statistics for the Eastern ports:

	Manufactures Imported.
Montreal	$ 89,887,763
Halifax	8,002,190
St. John, N.B.	5,320,153
Brantford	2,897,407
Hamilton	13,631,450
London	5,836,501
Ottawa	5,387,676
Quebec	6,459,871
Sault Ste. Marie	5,094,958
St. Johns, Que.	1,211,969
Sydney	1,367,552
Toronto	65,721,878
Windsor	6,218,716
Total	$217,038,084

These are the Western figures:

Cities.	Manufactures imported.
Calgary	$ 4,608,522
Dawson	817,779
Vancouver	22,421,492
Victoria	5,378,215
Winnipeg	26,493,622
Total	$59,719,630

If Panama gets the trans-American traffic or fights Tehauntepec and Suez for it, will more imports of manufactured goods come into Canada via Western ports than via Eastern ports? If this happens, there are four British Columbia ports which will have their trade increased: Vancouver, Victoria, New Westminster and Prince Rupert. The total exports and imports of these four cities for the fiscal year ending March 31, 1911, were as follows:

Cities.	Exports.	Imports.
Vancouver	$7,320,425	$25,632,096
Victoria	1,161,624	6,227,700
New Westminster	5,161,968	1,813,660
Prince Rupert	33,948	500,721

The Panama Canal trade from Eastern Canada will go almost entirely through three cities—Montreal, St. John and Halifax. The following are the exports and imports of these cities for the fiscal year ending March 31, 1911:

Cities.	Exports.	Imports.
Montreal	$74,330,938	$116,866,171
St. John	12,514,420	9,836,974
Halifax	21,609,514	7,749,848

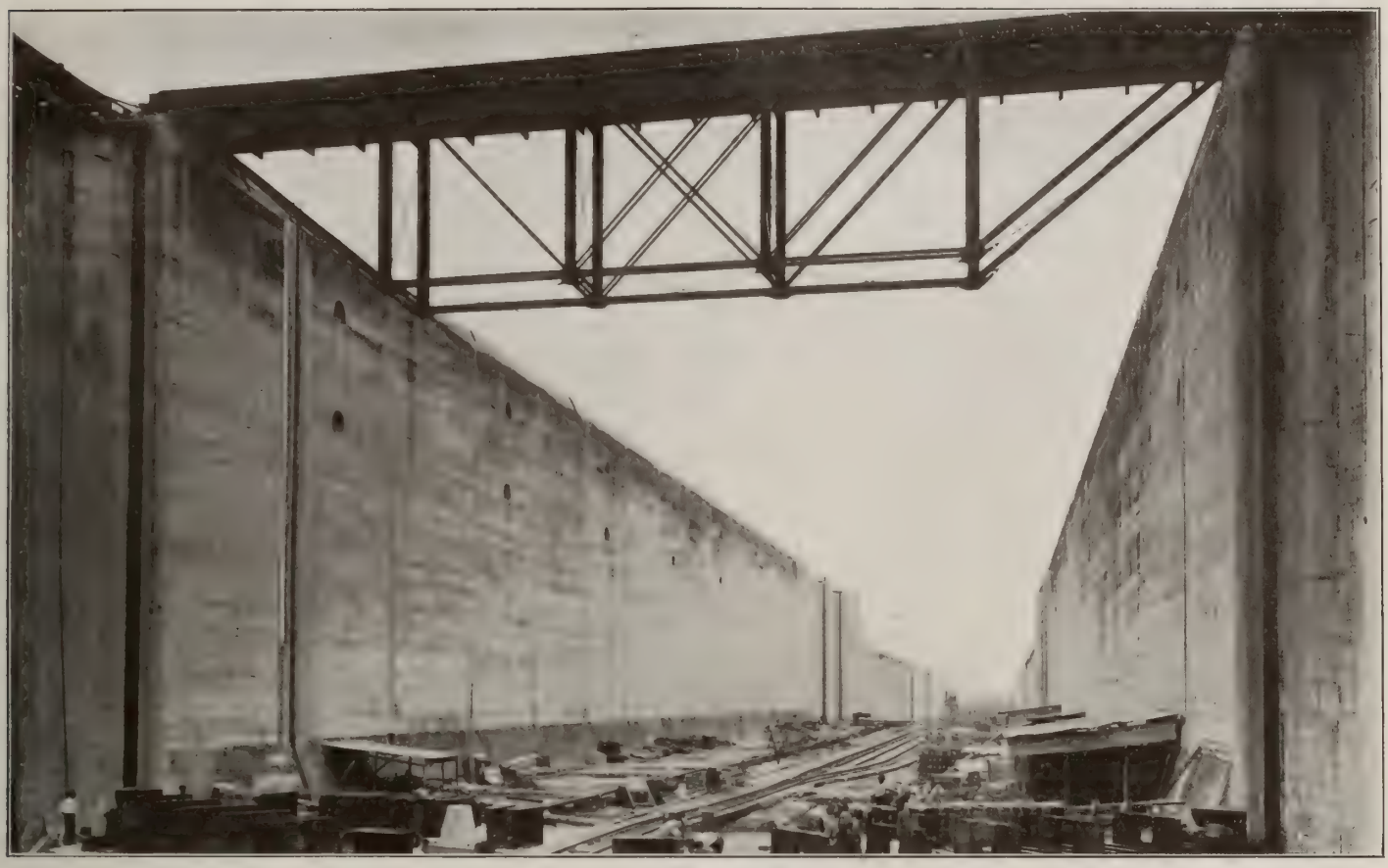
The Panama Canal will soon be open? How are Canadian manufacturers to hold the Western Canada trade? Are these the remedies? Repeal, in whole or in part, of the British preference? Readjustment of freight rates? Establishment of branch factories in the far West?

What Good Will It Do?

Having set forth the probable disadvantages of the Panama Canal to Canadian manufacturers, it will be a more pleasant task to search for possible advantages—which may be divided into two classes—future advantages and indirect advantages.

Future benefits will include those benefits which will accrue as the Canal increases in value as a transportation route for our export trade in manufactured goods and for our import trade in raw material.

Canada's trade with South America and the West Indies



Gatun Upper Locks, East Chamber, Looking north. Beginning Construction of Intermediate Gates.



Gatun Lower Locks, East Chamber, Looking South From Coffer Dam, Middle and Upper Locks in Distance.

should increase after the opening of the Panama Canal. Western Canada will have quicker and cheaper access to Venezuela, British Guiana, the British West Indies, Brazil, and Argentine. Eastern Canada will have quicker and cheaper access to Ecuador, Peru, Bolivia and Chili. The new trade routes will take the form of half figure eights—down the east coast of North America, through the Canal, and down the west coast of South America and vice versa. Last year Canada's trade with the West Indies showed goods imported to the value of $6,469,382 and goods exported to the value of $4,113,270. These figures should be increased by Western Canada when the canal opens.

The present trade of Canada with South America, except Argentine, is small, as the following statistics for the fiscal year ending March 31, 1911, indicate:

Canada's trade with—	Exports.	Imports.
Venezuela	$ 32,995	$ 90,839
British Guiana	622,735	3,793,201
Brazil	1,032,829	924,047
Ecuador	6,774	13,650
Peru	34,466	165,916
Bolivia	3,712	none
Chili	232,502	419,063
Argentine	3,021,708	2,304,957

Before many years Canada's export trade in manufactured goods alone should far exceed these figures.

Moving Western Produce.

"How will the Panama Canal affect Canada?" This question was asked M. Perrier, chief engineer of the Suez Canal, by the writer.

"It should increase the shipping trade between Canadian Atlantic and Pacific ports," he replied, "and provide cheap transportation for the products of the West."

The first, as the writer has endeavored to show, is true to a limited extent; the second, fortunately, cannot be disputed.

There is no doubt that the opening of the Panama Canal will be a great benefit to the farmers of Saskatchewan and Alberta. The following table, compiled by Mr. John Coggswell, shows the equalization in freight rates on wheat to Liverpool which will take place when the Panama Canal is open for traffic. The figures are the rate per bushel:

Province	Present Rates		Canal Rates		Reduction	
	Summer	Winter	Summer	Winter	Summer	Winter
Alta.	28c.	35c.	23c.	23c.	5c.	12c.
Sask.	24c.	31c.	24c.	27c.	Unchanged	4c.
Man.	21c.	28c.	21c.	28c.	Unchanged	Unchanged

"Saskatchewan's middle position gives her the choice of the two routes when conditions favor either," says Mr. Coggswell. "This should offset her apparent disadvantage. Treating Western Canada as a whole, the rates on wheat from the various provinces will be as nearly equal as possible from three differently situated districts."

According to the Dominion Government statistics, the wheat crop of Alberta for 1911 amounted to 36,143,000 bushels. If the Panama Canal secures an average reduction in the freight rates from Alberta ports to Liverpool of about 8 1-2 cents per bushel, $3,072,145 would have been added to the returns for crops to the farmers of Alberta last year. This does not allow for insurance. At present there is no competing route for Alberta wheat. The average rate from Alberta points to Vancouver is 14 cents per bushel, and from Vancouver to Liverpool by vessel 18 cents, or a total of 32 cents. Add 6 cents per bushel for sacking, makes the grand total 38 cents.

What Railways Are Doing.

What the canal will do for Alberta and Saskatchewan in transporting wheat from those provinces to Europe will be done to some extent in transporting other produce. This means an increase in the value of Alberta and Saskatchewan land.

Canadian railways expect remarkable developments for their business when the canal opens. The late President Hays said: "We will ship one hundred million bushels of wheat from Prince Rupert to Europe by way of Panama. We are going to have our terminals ready for the opening of the canal."

In June the C.P.R. placed an order for 12,000 additional freight cars and 300 locomotives, involving an expenditure of nineteen million dollars. Sir Thomas Shaughnessy said at the time this order was placed: "I cannot tell yet when the work of double tracking our line through the mountains of British Columbia will begin, but the preliminary surveys are being carried out. It is a big job, for it will cost between sixty and seventy million dollars."

The Canadian Northern's recent activity in British Columbia needs no further description.

Canadian manufacturers, as well as all other citizens of this country, congratulate the Western producers on the acquisition of another route for their products. The manufacturers are not entirely disinterested in their felicitation, because they hope to share indirectly in the Western producers' prosperity, as they will if the rich Westerners patronize home industry instead of sending too much of their money to Europe.

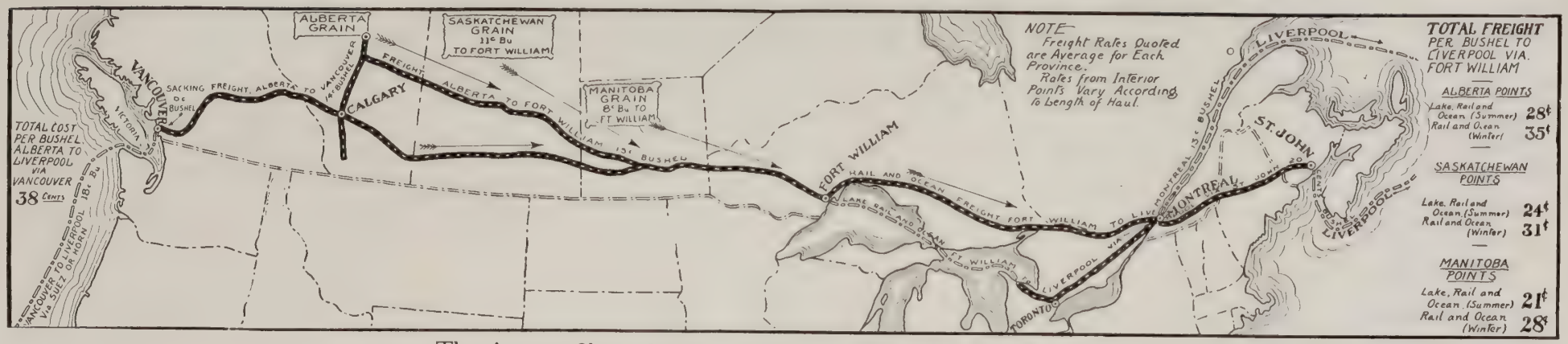
PANAMA CANAL STATISTICS.

Length from deep water to deep water (miles)	50
Length from shore-line to shore-line (miles)	40
Bottom width of channel, maximum (feet)	1,000
Bottom width of channel, minimum, 9 miles, Culebra Cut (feet)	300
Locks, in pairs	12
Locks, usable length (feet)	1,000
Locks, usable width (feet)	110
Gatun Lake, area (square miles)	164
Gatun Lake, channel depth (feet)	85 to 45
Culebra Cut, channel depth (feet)	45
Excavation, estimated total (cubic yards)	182,537,766
Concrete, total estimated for canal (cubic yards)	5,000,000
Time of transit through completed canal (hours)	10 to 12
Time of passage through locks (hours)	3
Canal zone, area (square miles)	448
Canal and Panama Railroad force actually at work (about)	35,000
Canal and Panama Railroad force, Americans (about)	5,000
Cost of canal, estimated total, $375,000,000 to	$400,000,000
Work begun by Americans	May 4, 1904
Date of completion, stipulated	Jan. 1, 1915
Date of completion, estimated	July 1, 1913

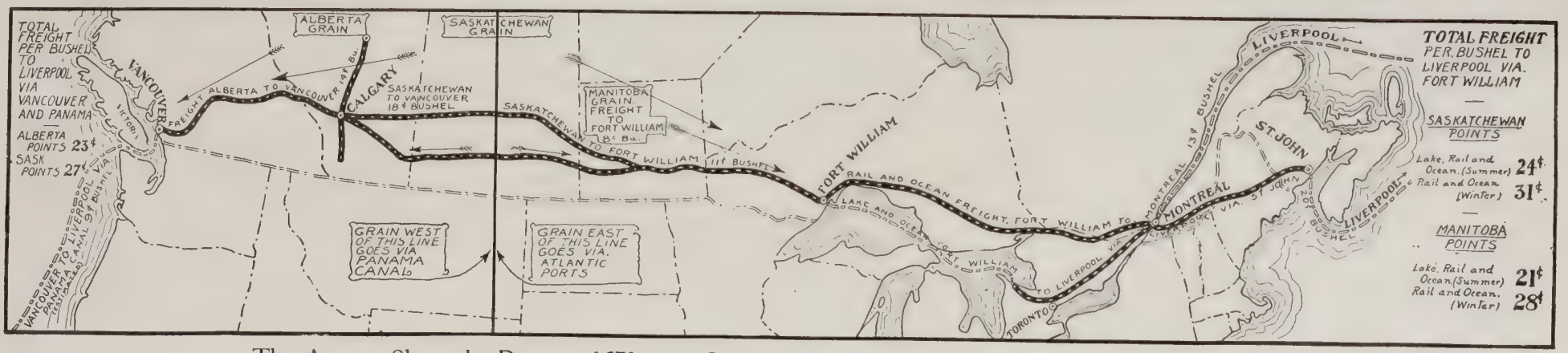
AN IMPERIAL EXHIBITION.

An imperial exhibition, adequately representing all parts of the British Empire, will be held in 1915, if the plans of a committee recently organized in London do not miscarry, says Commercial Intelligence. The chairman of the committee is Captain Sir Peter Stewart Bam, who has done much to interest the people of South Africa in the proposal. It is stated that Lord Strathcona is sympathetic. Such an exhibition would give the colonies an opportunity to display their manufactures in the United Kingdom.

WESTERN CANADA GRAIN AND THE PANAMA CANAL.



The Arrows Show the Present Route of Western Canadian Grain



The Arrows Show the Routes of Western Canadian Grain after the Opening of the Panama Canal.

The above maps, by Mr. John Coggswell, Calgary, indicate the probable effect the Panama Canal will have on the transportation of Western Grain. The question arises, What return cargoes will the grain vessels carry from Liverpool? British goods under the preferential tariff for British Columbia. Alberta and Saskatchewan?

MANUFACTURERS AND EXPORT TRADE

By F. C. T. O'Hara

Deputy Minister of Trade and Commerce.

Canada Must Prepare to Compete for Foreign Trade When Her Own Home Market is Supplied. Suggestions to Exporters Who Are Dealing With Foreign Firms. Seller Must Make Advances to Buyers and Furnish Them with Service and Information.

THE development of foreign markets from the Canadian standpoint is a question which demands the most studious attention by a greater number of Canadian exporters than the number at present giving consideration to the subject. Canada is no longer an inconsiderable unit among the world's great commercial nations, and the struggle is becoming keener and competition more fierce in all the markets of the world.

Canada's wonderful home development has, of recent years, stood in the way of a great many enterprising firms seeking foreign markets, for they have found it impossible to supply their home demand, and naturally have not looked abroad for business. But Canada is here to stay, and the future demands consideration.

A foreign trade cannot be developed at a week's notice nor a month's effort. It only can be begun with careful nursing and continuous attention to a variety of details. There is no doubt that, while Canada's exports are increasing, yet this increase has not been wholly due to greater enterprise on the part of Canadian exporters, but to a certain extent, by reason of a keener demand abroad for the goods which Canada can supply.

There are some firms in Canada who have for years put tremendous energy into their foreign trade, and are now occupying very proud positions in their respective fields in almost every country in the world, meeting squarely all competitors. This shows what can be done, and is all the more meritorious, especially in those lines of manufactured goods in which they have no advantage over many other countries, some of which enjoy cheaper labor conditions. There are, however, other firms of great enterprise and of considerable wealth who, to the writer's knowledge, have stated that it was quite impossible for them to turn their attention abroad while the home market was taking their entire output, even with a constantly increasing production.

The writer does not desire to pose as an arm-chair critic of the methods of Canadian exporters. Not infrequently complaints arise abroad as to the condition or quality of certain goods received from Canada which may in no way be the fault directly of the exporter, yet this one extreme case forms the excuse for slashing criticisms upon exporters in general. Such criticism is very naturally resented.

Criticism Exchanged.

If there is any country in the world whose exporters are perfect in their methods of getting after foreign trade the writer has yet to hear of it. The foreign trade officials or consular agents of all governments, at times, have hard words to say of the exporting methods of their own countrymen; and not infrequently these same exporters have words of criticism against their own government officials, who are supposed to make known opportunities in the interests of their own people. No doubt this interchange of criticism is beneficial on the whole; yet the situation is always unsatisfactory, until in the case of Canada, we turn to facts to derive encouragement. It makes little difference what critics have to say on either side when we examine, however cursorily, the export statistics of the Dominion.

For the fiscal year ended March 31, 1911, Canada exported of her own produce goods amounting to over $274,000,000. Ten years prior to that date—in 1901—the figures were $177,000,000 odd dollars; and ten years prior to that—in 1891—the total Canadian produce exported was, roughly, $88,000,000. In all modesty, this is a very respectable growth—an increase of over 200 per cent. in twenty years. No nation in the world can show a better record. And what is twenty years in the life of a nation?

This, however, might all appear somewhat contradictory to the opening remarks, which were to the effect that the question of the development of foreign trade demands greater attention in the future. Why, one may ask, in view of past results, should the question demand greater consideration for the future? The answer is this: The rapid, industrial development of other nations, notably Japan, the Argentine Republic, and Mexico, to say nothing of China, whose trade development stands high in the percentage of increase in total trade during the past ten years, is decreasing those countries as markets for outside competitors, as they are every year supplying more and more of their own manufactured goods, thereby increasing the competition in all the markets of the world. This increasing competition will go on increasing as the world grows older, and the obtaining of a foreign market will become more and more an exact science.

This, therefore, is the reason why the subject should be given greater consideration, and the seeds of future export trade be sown wisely and well, so that such efforts will return abundantly in the days to come and bring the day nearer when Canada, now in thirteenth place, will take her place as one of the foremost exporting countries of the world.

Things to Remember.

When a firm makes up its mind to engage in an export trade there are many important details which it is necessary to bear in mind. There are so many details that it is difficult to know how to classify them, nor is it possible to treat each within the space of a magazine article as fully as each deserves. The conduct of foreign correspondence is one of the first. In this material age, and especially on this continent, we must admit that many business letters are entirely lacking those niceties of polite language which have become second nature to the European, and especially to the Latin-American and the Oriental. Unless, therefore, a letter is worded with extreme politeness it carries no weight. In endeavoring to work up an export trade the man who has something to sell must give the person to whom he addresses his communication the credit of sincerity. He must also credit the foreigner as being the possessor of national pride in his own manners and customs and methods of doing busi-

ness, and with having a preference for his own manufactures and those articles in common use among his own people.

As a rule, a wholly wrong and very unfortunate disposition prevails in regard to foreigners and foreign countries. Few appreciate the fact that even among the lesser important foreign countries there are men who take the first rank in the world's literature, in art and in science; but, unfortunately, on this continent at least, most foreigners are treated as if they were inferior beings. The exporter, therefore, must have an adequate comprehension as to what foreign people and foreign countries are.

In commencing to do business the manufacturer must explain and describe his goods in primary fashion. The word "primary" means the extreme definition that can be attached to that word. Such correspondence, of course, is long-distance correspondence, and every letter should be made to tell. There are phrases in commercial use well known, perhaps, in Canada, but quite unintelligible in some of those countries wherein he may desire to do business. Therefore be explicit.

While correspondence in the beginning can, in time, develop an extensive trade, yet he who can should visit the country wherein he desires to extend his market. This, however, is not essential, though it makes it easier to direct the efforts of one's agents when he has already gone over the ground. He should have a knowledge of the geography of the country, its trade statistics, its tariff, its principal commercial centres and seaports, its railways, its guide books, and, in fact, everything to enable him to get the color and atmosphere of the country.

Failing to visit the country himself, the head salesman should be sent, even though he do nothing more than obtain information upon the ground as to the most enterprising firms who will push his goods rather than the large firms who may be tied up with contracts and goods of his strongest competitors. Trade directories, while many of them are extensive, yet afford no guide whatsoever as to the comparative importance of the firms named or their financial standing. In fact, outside of Europe and this continent, there are few reliable books containing the financial rating of foreign merchants.

Instances are on record of business of considerable magnitude having been developed through the Canadian trade commisioners abroad. It is true that the trade commissioner can advise, yet he has his limitations; whereas the head of a firm, or a responsible member of it, who visits the foreign country, can see the situation from his own standpoint; and, being responsible, can act on his own initiative.

Duties of Trade Commissioners.

Many in Canada have a mistaken idea as to the functions of a trade commissioner. Some of the Canadian trade officials abroad have had goods consigned to their care. They have been asked to sell the goods and remit the proceeds to the Canadian exporter. The duties, however, of the trade commissioners are to get the Canadian exporter and the foreign buyers into correspondence and then, like the Arab, he folds his tent and silently steals away. Sometimes the trade commissioner is able to follow up a business thus conceived and continue his good offices to advantage, but in most cases the Canadian exporter does not wish it known where he is selling his goods; nor does the foreign importer, in many cases, desire others to know from whom he is purchasing his supplies, especially if he has worked up a good trade.

Many exporters send their catalogues to trade commissioners, merely putting them into an envelope and addressing them abroad, without the price of the goods marked from cover to cover, and with no indication as to what goods may cost at the factory point in Canada or delivered at the foreign port. Perhaps no letter accompanies the catalogue. Canadian trade commissioners should, at all times, be kept supplied with Canadian catalogues and prices, either f.o.b. at a Canadian seaport or, more preferably, c.i.f. at the foreign port of delivery.

It is quite easy to understand that an importer in Buenos Ayres, for example, would be put to considerable trouble to learn what it would cost him to bring a carload of wooden buckets from Montreal.

It is the duty of the man who has something to sell to give the buyer the last bit of information. The buyer can then sit at his desk and decide whether he will purchase the goods or not. If he knows what the goods are going to cost him at Buenos Ayres in many cases he would doubtless give the order, though he might find that other goods would be slightly cheaper if he goes to the trouble of obtaining information as to what ocean charges will be to his home port of Buenos Ayres. But, I repeat, it is the man who has something to sell who must go to the trouble of obtaining and forwarding all such information in advance.

This is lost sight of over and over again. No buyer is as anxious to buy as the seller is to dispose of his goods, except, perhaps, the man who is looking for cheaper raw material. The manufacturer must first seek the buyer; then no trouble should be too great in giving the purchaser all necessary information.

Speak as the Romans Speak.

So far as the United Kingdom, the British Colonies, and the United States are concerned, Canadian exporters can do business in the English language, but there is no question that both corespondence and catalogues should be in the language of the country to do business satisfactorily with almost every other country in the world. French, German, and Spanish, however, will usually be the only foreign languages necessary. In Italy, for example, all the important merchants read French, as all the larger Austrian commercial houses read German. In South America Spanish is the language, for the Portuguese can understand a Spanish letter, and the more important firms, of course, can read Spanish as well as their native Portuguese. Such correspondence must also be in good idiom, otherwise it would carry no more weight than a poorly-written letter in English received by a Canadian importer. There are firms in Canada who do translating, and who would be of service to any Canadian exporters seeking business abroad.

The question of packing goods for export is one to which every attention should be given. Many complaints have been received at the Department of Trade and Commerce of goods packed flimsily for even a short rail journey in Canada, and which, consequently, have been received abroad in such a condition as to necessitate costly repairs. A well-packed shipment is one of the best kinds of advertising for the exporter. At times a foreign buyer may have specific reasons for requesting shipments via a certain route, and he may send specific details as to how the goods should be packed and in what quantities. Requests of this kind should be strictly adhered to rather than ship the goods in such a way as may be more convenient to the exporter.

The invoices should be specific as to the contents of the various packages, which packages should be clearly marked (not with tags or labels, but by brush or stencil, and more preferably the stencil), and everything should be done to facilitate the passage of the goods through the foreign customs.

It is also most important that the bills of lading and other documents with accompanying draft, when such draft

is necessary to accompany the goods, should be sent on the same steamer or prior to the shipping of the goods.

It is always well to remember that goods should be packed into the least possible cubic space, in order to cut down the ocean rate to a minimum. The ocean rate is based on a ton of 2,240 pounds, or 40 cubic feet. This means that if the goods shipped do not weigh 56 pounds or more to the cubic foot they are charged freight per cubic foot and not per pound. Uusually, therefore, goods by the ton measurement, and the more solidly and compactly goods for export can be shipped the less will be the pro rata freight charge. Packages for foreign shipment ought not to exceed 300 pounds, except in the case of single articles which necessarily weigh more.

There are, of course, scores of other details in working up a foreign business which it is not possible to touch upon in an article of this nature, but which must be left to the individual study of those engaged in exporting, and which may also be costly, yet valuable, lessons to those commencing a foreign trade.

I refer especially to arrangements for carrying on a continuous campaign for foreign sales, advertising, invoicing, financing, dealing through export agents, freight rates, insurance, etc. The whole question, however, of working up a foreign trade has only been skimmed over in the preceding remarks; and, like everything else, the best guide to a foreign trade is an experience followed through a course of years from a small but careful beginning.



The late P. D. Crerar, K.C.

Mr. Crerar was a director of the John McPherson Co., Ltd.; Vice-President of the Hamilton Distillery Co.; President of the Oak Tanning Co.; and was connected with several other great manufacturing enterprises.

SITUATION WANTED.

A correspondent from Glasgow, Scotland, who has had 19 years' experience as buyer, seller, shipper and invoicer for firms in the iron and steel trade, wishes to secure a situation in Canada. Good references.

CHANGES NEEDED IN PATENT ACT

Editor's Note.—This is the third of a series of articles prepared by Marion and Marion, consulting engineers and patent experts, Montreal. The fourth and last will appear in an early issue.

The third change needed in the Patent Office is:

SUBSTITUTION OF A SINGLE CONTINUOUS TERM OF 18 YEARS WITH THE PAYMENT OF THE ENTIRE FEE AT THE TIME OF FILING, IN LIEU OF THE DIVISIBLE TERM WITH INSTALMENT PAYMENT.

According to the present Patent Act, an applicant for patent has a choice of paying $20, $40, or $60 Government fee at the time of filing his application. If he pays $20, as about 99 7-10 per cent. do, then before the expiration of six years from the date of grant of the patent, he must pay a further fee of either $20 or $40. If he pays $40 on filing the application, then he must pay a further fee of $20 before the expiration of the twelfth year from the date of his patent. No days of grace are allowed under any circumstances whatever. If he mails a cheque so that, in the normal course of affairs, it would reach the Patent Office a full week in advance, and the cheque is lost, that fact avails him nothing. If he is totally incapacitated through illness, insanity, or injury, such fact is of no assistance to him. If he does not pay within the time allowed, whether he is able or not, his patent rights cease at the end of the period within which payment should have been made.

Besides the cases of practical impossibility of payment of the second or third instalments of fees within the periods allowed there are a very large number of cases where the time for payment is passed by through misunderstanding or confusion of dates and many others of pure oversight. As shown by the last report of the Commissioner of Patents, during the twelve months covered by the report 7,197 patents were granted with the payment of only the first instalment of the Government fee. There were five granted with payment of the first two instalments and fourteen granted with payment of all three instalments. From April 1, 1903, to March 31, 1904, 6,209 patents were granted with about the same proportion of first instalment of Government fees paid. The second instalment of these fees would fall due between April 1, 1909, and March 31, 1910 (the period covered by the last report of the commissioner). From April 1, 1909, to March 31, 1910, second instalments were paid on 1,010 patents. In other words, second instalments were paid on less than one-sixth of the issue of the year April 1, 1903, to March 31, 1904, so that more than five-sixths of the patent rights granted in the official year, 1903-04, were lost to the Patent Office at the expiration of the sixth year of the life of the patent. The same is true as to other years. The one particular year selected is taken because it is representative of existing conditions and because the necessary data is readily obtainable.

Why Patents Are Issued.

The main object of a patent is, of course, to eliminate competition for a limited period of time in favor of the patentee. In exchange for this protection the inventor agrees to turn over his invention to the public at the expiration of the life of the patent. Necessarily, the period of protection must be of such duration as to fully enable the inventor to reap a fairly adequate return for the valuable improvement which he is later going to give up to the public. Such period has been variously estimated at 14, 15, 17, 18, and 20 years by a number of different responsible

governments. Now, when the period has once been determined, it would seem advisable, and to the interest of all parties concerned, especially the manufacturing patentees, to make the period continuous and indivisible. By doing so, there would be no forfeiture of valuable rights as the result of natural confusion of dates, misunderstanding as to who should bear the burden of the second or third instalment, oversight, forgetfulness, or neglect. These causes of forfeiture are very common and of everyday occurrence; they fill the path of the unwary patentee with pitfalls, in which he is almost invariably ensnared. And it is notorious that the average inventor and patentee is unbusinesslike and decidedly unwary in these matters. At present the period for Canada is eighteen years, broken up in three successive periods of six years each, with the patent rights forfeitable on the sixth and twelfth anniversary of the patent date, unless the second and third instalments respectively are paid in to the Commissioner of Patents at Ottawa on or before the exact anniversary date. Not one day's grace is allowed under any conditions whatever. It may be argued that the applicant is given the option of a total payment for the whole period of eighteen years, or a partial payment for six or twelve years, at the time of his application. This is perfectly true. However, such an option is of practically no value. It simply means that his option, very naturally, will almost invariably be exercised in favor of the first instalment only. This is strikingly illustrated by the last report of the Commissioner of Patents. In that report it is clearly shown that out of 7,216 original patents only 19 paid more than one instalment of the fee at the time of application. More than 99 7-10 per cent. of the applicants paid only the first instalment. Thus more than 99 7-10 per cent. of the patents and patentees are subject to the pitfalls and chances above pointed out. The result is disastrous to a very large proportion of this 99 7-10 per cent. and over.

Troubles of the Inventor.

Aside from these serious dangers there are a great many cases where patentees become discouraged as a result of seemingly insurmountable obstacles encountered in putting their inventions on the market in such shape as to get an appreciable return. Some of the most valuable inventions ever patented have taken considerably more than six years to get into profitable shape, involving persistent effort of the inventor or patentee and the expenditure of large sums, and leaving only a part of the full term for the reward of the inventor. In many such cases the inventor becomes greatly discouraged many times before he is successful. Suppose that during one of these periods of discouragement he either forgets or neglects to pay the next instalment of the fee. With his patent protection at an end the patentee, of course, ceases his efforts, and what would have been of great value to him with a few years' more effort, and of much greater value to the public thereafter, becomes simply a dead letter and a heavy loss to the patentee. This, of course, tends to smother his inventive tendency, and thereby greatly lessens his value to the public.

Again, there are the most valuable of all inventions, those involving real genius of the highest type, inventions which strike out the path to enormous new industries previously not thought of. It is on these inventions that the great majority of all other inventions are based, as improvements. Pioneer patents, they are aptly termed, as being the forerunners of innumerable ideas and improvements in the new line which they have opened up. At first the great majority of these wonderful inventions are laughed at, and treated by the public as huge jokes and utterly impossible. Witness: Fulton's steamboat, Stephenson's locomotive, Morse's telegraph, Bell's telephone, Edison's phonograph, Langley's flying machine, Seldon's steam road machine (automobile), Marconi's wireless telegraph, etc. It was only the indefatigable energy, backed by the unlimited faith of the inventors, that finally resulted in the success of these wonderful inventions at the present time. The loss of the industries resulting from any one of these pioneer patents would be almost inconceivable. Yet such might easily have been the case under the present system of payment of the Government fee, where failure to pay the second instalment would involve forfeiture of the remaining twelve years' protection. It may be argued that in a case of such importance the injury could be cured by a private bill in Parliament. Such, however, is not the fact. The invention, at such time, appears to all but the inventor as an impossibility, and therefore entirely unworthy of the consideration of Parliament. Furthermore, even to the inventor, its practicability yet remains to be demonstrated. In addition to these facts is the very heavy expense involved. Thus, the remedy by private bill in Parliament is entirely impracticable in such a case.

Reduce Fee.

Again, as a matter of business, it may be urged that it would not be practicable to grant a single undivided and continuous term of eighteen years, with the payment of a total fee of $60 upon filing each application, because so large a Government fee would discourage applicants, and a great many applications would not be filed. That is undoubtedly true. However, this fee could be so greatly reduced as not to be appreciably more burdensome than the present first instalment fee of $20, and even then show a very appreciable money increase in the receipts of the office. For instance, during the official year of April 1, 1909, to March 31, 1910, a total of 1,098 second and third instalments were received, amounting to $21,960. During the same period there were granted 7,216 original patents. If the first instalment of the fee were increased to the extent of $10 only, the increase would amount to $72,160. Suppose that the second and third instalments were cancelled in view of this $10 increase in the first instalment. There would then be a set-off of $21,960 against the increase of $72,160, leaving at net increase of $50,200, and giving to the patentee a full period of eighteen years, continuous and uninterrupted, and free from the many snares and pitfalls now so objectionably included. Suppose the increase were only $5 instead of $10, there would still be a handsome net increase of $14,120.

At the same time, a great saving would result in the clerical work of the Patent Office, and a proportionate saving would be made in the corresponding and rather unprofitable work of the various patent attorneys and practitioners.

A total Government fee of $30, to cover the entire life of an eighteen-years patent, and made payable on application, with the usual $10 deduction in case of withdrawal of the application, would certainly not deter applicants in filing the applications. This would seem clear from the fact that a $35 Government fee in the United States ($15 on filing application and $20 when application is allowed) does not in the least deter Canadian applicants in filing United States applications, where the United States patent term is one year less—seventeen years—but continuous and undivisible, without succeeding instalments.

The many and unquestionable advantages above given would seem to amply justify the substitution of one single and continuous term of eighteen years instead of the present divisible term, and a single fee of $30, or even as low as $25, to cover the entire period.

MONTREAL BRANCH ANNUAL MEETING

Reports Showed Year of Great Progress. Thirty-three Members Added to the Branch. Excellent Federal, Provincial and Municipal Legislation Secured. Lt.-Col. Smart and Mr. Howard Murray Elected Chairman and Vice-Chairman.

"THE Canadian Manufacturers Association has become a national organization with a broad national outlook, and a purpose to build up Canada for Canadians and to help make it what the Creator intended it should be—the land of plenty for all."

The above statement was made by Mr. J. H. Sherrard, retiring President of the Montreal Branch, at its annual meeting in the Canada Club rooms, Montreal, on June 11th. Continuing, he said:

"A special train of 'Made in Canada' goods is making its way through our Northwest, carrying a message to the people there that they can and must encourage factories in



Mr. J. H. Sherrard,
Retiring President, Montreal Branch.

their midst, if they would become great. We have been called a selfish organization, but we have sent this train out to help the West and encourage Western people to start factories for themselves. When they have done this they will not only buy their supplies cheaper, but they will have better home markets for their produce and a reliable home supply of labor to harvest their crops during the few weeks when they need them so greatly.

"Some Western papers, which place party above patriotism, are attributing political motives to the manufacturers in sending out this train, but I can assure them that a broad, unselfish Canadian patriotism has actuated every man who has helped to make the 'Made in Canada' train a success.

"A year ago the cloud of reciprocity hung over us so heavily that capital was keeping close to cover, but now the sky is clear and we have a standing invitation to the world to come and help us make hay. There is enough and to spare for all who will work, but we would serve notice on the world that we have no room for loafers. Canada has entered on a swing of prosperity that has caught the eyes of the world, and it is well, for we need capital to develop our wonderful resources; we need laborers and skilled workmen to supply our enormous home market. We need farmers to furnish food for them."

In concluding his address Mr. Sherrard reviewed the work of the Association and congratulated the members on the progress which had been made.

Among those who took part in the discussion were Messrs. N. Curry, President of the Association; R. S. Gourlay of Toronto, Vice-President; E. T. Nesbitt, Chairman of the Quebec Branch; W. H. Rowley of Ottawa, and Hon. J. D. Rolland, ex-Presidents; and Mayor Rutherford of Westmount.

Important Problems.

The labor situation was dealt with by Mr. Gourlay, who pointed to the statistics of the Labor Department at Ottawa as showing the extremely favorable conditions which existed in Canada. Strikes in industrial concerns had been very few in Canada; and in only one or two cases had these been based on a demand for increased pay. Wages in Canada, he claimed, were higher than in any other country, and the conditions under which men worked were excellent. "Were these facts known throughout the world," he said, "it would undoubtedly solve the difficulty which manufacturers experienced in getting skilled labor, and would serve to bring a better class of citizens into Canada."

Among other subjects discussed were the trouble experienced in getting goods transhipped and the vexatious delays which frequently occurred in procuring cars and in getting deliveries; and technical education. Mr. W. H. Rowley invited the Montreal members to the Association convention to be held in Ottawa in September, and Mr. Nesbitt told of the visit of the party of British manufacturers to Quebec.

Election of Officers.

The result of the ballot for Executive Committee members showed a heavy vote, with keen competition among the nineteen nominees. Lt.-Col. Smart and Mr. Howard Murray had been elected to the chairmanship and vice-chairmanship respectively by acclamation, and also the representatives from the towns affiliated to the Branch: Messrs. T. D. Pontbriand, Sorel, and D. J. Fraser, St. Johns. For the twelve seats allotted to Montreal members were elected the following: Wm. Rutherford, Wm. Rutherford & Sons, Ltd.; R. H. McMaster, Steel Company of Canada, Ltd.; C. S. J. Phillips, Morton, Phillips & Co.; Geo. Esplin, G. & J. Esplin; L. H. Packard, L. H. Packard & Co., Ltd.; W. J. Sadler, Sadler & Haworth; S. J. B. Rolland, The Northern Mills Co.; T. P. Howard, Phoenix Bridge and Iron Works, Ltd.; F. H. Hopkins, Dominion Wire Rope Mfg. Co., Ltd.; Wm. Waugh, Baulter, Waugh & Co., Ltd.; E. A. Robertson, Montreal Cottons, Ltd.; and T. H. Wardleworth, National Drug and Chemical Co., Ltd.

The report of the Executive Committee, presented by

Mr. H. T. Meldrum, Secretary, showed that active work had been done throughout the year.

The new by-laws adopted at the annual meeting last year have been found to work satisfactorily. Although the number of committee members was reduced, the average attendance was thirteen per meeting, as compared with eleven and a half during the preceding year. Twelve regular meetings and two special meetings were held throughout the year, and at one meeting the Advisory Committee was called to joint session with the Executive Committee.



Lieut.-Col. Chas. A. Smart,

Of the Smart Bag Company, Limited. Elected Chairman of the Montreal Branch, 1912-13.

The various Standing Committees on Finance, Legislation and Reception and Membership were duly appointed and well-attended meetings of each were held. A special Committee on Municipal Affairs was also appointed. The various sections held meetings to consider matters of interest to their particular trade. One new section was formed early in the year—the Boot and Shoe Manufacturers' Section, with a large membership; and a Cigar Manufacturers' Section is now just completing its organization.

Membership Growing.

The membership of the Branch increased during the year from 547 to 580, being a net gain of 33. There are still a few manufacturers in good standing in Montreal who are not members of the Association, but the number is steadily decreasing.

Two general meetings of the members were held during the year, each of which was preceded by an informal dinner, and at each of which about one hundred members attended. The second of these was held on the date of a special general meeting of the Association in January, when a number of visiting members of the Association were present. A third meeting was arranged to be held in April, but was deferred as a mark of sympathy for those lost in the "Titanic" disaster, Mr. R. J. Levy, one of our members, and Mr. H. Markland Molson, who was closely connected with several of our manufacturing enterprises. It had been the custom for the Branch to hold formal banquets, but for various reasons the Committee deemed it well not to adhere to this custom this year.

At the annual convention of the Association, held in Toronto in October, the Montreal Branch was represented by about eighty members. The convention of this year will be held in Ottawa in the latter part of September, and members of the Branch are urged to attend.

In addition to the interest taken in Quebec legislation, a report of which appeared in the May number of INDUSTRIAL CANADA, energy was expended in promoting useful federal and municipal legislation.

Municipal Affairs.

The commission appointed to revise the municipal code of Montreal did not report as expected, and this matter goes over for another year. At the election of the new City Council in February of this year, incorporated companies, through their duly accredited representatives, voted in Montreal for the first time. A circular letter was sent to all the companies who are members of the Association in Montreal, advising them of their right to vote, and urging that full advantage be taken of the same. Unfortunately, a number of firms did not file the names of their representatives before the appointed date, and only about 500 firms in all exercised their right of franchise. Your committee would urge that greater advantage be taken of this legislation in future years. The chairman of the Branch, Mr. J. H. Sherrard, was appointed to vote for the Association.



Mr. Howard Murray,

President of the Canada Carbide Co., Ltd., and Treasurer of the Shawinigan Water and Power Co., who was elected Vice-Chairman of the Montreal Branch.

The matter of establishing a Bureau of Industries in Montreal was again taken up with the Controllers, in conjunction with the other commercial organizations of the

city, and the Controllers promised to make personal enquiry into the need for such.

A recommendation by the Civic Legislation Committee to the City Council that a clause be inserted in the city bill of charter amendments of the year, whereby a tax of $25 should be imposed on each non-resident longshoreman in the port of Montreal, was opposed; and the proposal was rejected by the City Council.

A number of matters coming under this heading were considered by the Executive Committee, some of which were dealt with directly and others passed on to the General Council of the Association for endorsement or action. These were as follows:

A request from La Chambre de Commerce of Montreal, asking that the Association urge on the Government to arrange with the Imperial Government that the Canadian trade commissioners abroad should be so accredited as to give them an official standing with the government of the countries in which they were located. This was endorsed by the Committee and approved by the Executive Council, which submitted the same to the Government.

A resolution was passed and forwarded to the Honorable the Secretary of State, asking for an amendment to the Dominion Companies Act which would do away with the abuses which had arisen through the activity of informers who had brought suits against companies for failure to use the word "limited" as required. The Minister promised consideration of this when the amendment of the Companies Act should be decided upon.

A resolution relative to maple products was passed and forwarded to the Executive Council of the Association for action.

A resolution urging the Federal Government to establish a system of commercial courts throughout Canada was forwarded to the Executive Council for endorsement.

A resolution drawing attention to the serious shortage in the supply of factory workers, and urging that steps be taken by representations to the Government and by other means, to relieve this shortage was forwarded to the Executive Council, and action is being taken thereon.

At the request of the Federation of Boards of Trade and Municipalities, your Committee reaffirmed a former resolution favoring the early construction of the Georgian Bay Canal and also sent delegates to join a representative deputation, which waited on the Government on March 14th. The Association was represented by Messrs. Howard Murray, George Esplin and the Secretary.

At the request of the Montreal Board of Trade, the Executive Committee memorialized the Minister of Railways, asking that the Intercolonial Railway be placed under the jurisdiction of the Board of Railway Commissioners for Canada. Approval was given at its last regular meeting to a proposal emanating from the Executive Council that the Secretary of the Branch should extend the range of his work to keep in touch with the membership of other parts of the Province of Quebec and of the Maritime Provinces. Adequate assistance will be provided in order that the work of the Montreal Branch may be properly looked after. It was felt that the change would be in the best interest of the Association.

THE LATE HON. A. DESJARDINS.

The following resolution on the death of the late Hon. Alphonse Desjardins was passed by the Montreal Executive Committee of the Association:

"That the Executive Committee of the Montreal branch of the Canadian Manufacturers' Association records with deep sorrow the death of the Hon. Alphonse Desjardins, one of His Majesty's Privy Councillors for Canada, and one of the most valuable and most beloved members of this committee;

"That Mr. Desjardins was a member of this committee for the past three years, and during that time he was faithful in his attendance at its meetings, keen in his interest in the work of the Association, and ever ready to lend the advice and assistance which his long and useful career in the industrial and financial life of Canada, his experience in civic administration and his distinguished services as a member of the House of Commons, as a member of the Senate and as a member of the Government of Canada made especially valuable. His careful judgment and his rich experience made him a safe and wise counsellor, while his genial yet dignified courtesy endeared him to his colleagues on this committee;

"That to Madame Desjardins and the family this committee extends its most sincere sympathy in the loss sustained, a loss felt, though in a lesser degree, by the members of the Association, by all Montrealers, and by Canadians generally."

The following were appointed to attend the funeral services as representatives of the Association: Messrs. N. Curry, J. H. Sherrard, Col. C. A. Smart, Col. Robert Garner, George Esplin, G. W. Sadler, William Waugh, C. S. J. Phillips, S. W. Ewing, T. P. Howard, and the secretary.

A Reliable Junior Partner.

Your system should be your Junior partner. If sickness keeps you at home, you need not worry, provided your system prevails in the business.



Butchered to make a British holiday. —*London Graphic.*



Wilfy: "Never mind, Fido, we'll catch him alive yet."—*Toronto World.*



Australian employers' hazardous journey.—*Liberty and Progress.*

MANUFACTURERS AND SINGLE TAX

Members of the Association Claim that the Introduction of the System Has Added Materially to the Growth of Vancouver—Others Say That It is Only in the Trial Stage and at Best is Only a Contribution Towards the City's Development.

BECAUSE the "Vancouver Experiment" in single tax has attracted widespread attention and comment, INDUSTRIAL CANADA asked several members of the Association who live in Vancouver to express their opinions, as business men and manufacturers, on the merits of the system. The following interviews have been received:

Facts and Figures.

James Ramsay, Ramsay Bros. & Co.—

"I have no hesitation in giving you some information in connection with the exemption of tax on improvements in the City of Vancouver. It is a policy that I have always been in sympathy with, especially in a city where land is liable to be held by speculators, who do not spend any money to improve the locality or to build up the city, but who let someone else do it for them and then get the benefit. It is interesting to note how, commencing in 1895, the various City Councils of Vancouver became aware of the importance of encouraging builders by reducing the tax on improvements. From that year until 1905, 50 per cent. of the value of buildings was levied, this being reduced to 25 per cent. in 1906, and continued up to the time that the civic authorities decided to eliminate the tax entirely.

"In connection with the question of 'unearned increment,' a glance at the annual report of the city shows how remarkable has been the increase in land values in Vancouver. For instance, the first assessment estimated the value of realty in the city at $2,456,842. Ten years later it had been raised to $13,000,869. Twenty years later $38,346,335 was the city assessor's valuation of property in Vancouver, and the latest returns show an estimate of $98,720,345 after the sitting of the Court of Revision. From the City Statistics for 1895—the year the City Council commenced to exempt improvements partially by levying a tax on only half the value of buildings—we find that improvements were assessed at $4,317,660. In 1905, after this system had been in operation ten years, improvements were assessed at $11,804,250. However, in 1906 the Council gave another stimulus to the building industries by reducing the tax on improvements to 25 per cent., and then each year, up to the time the improvement tax was eliminated, a decided increase was noted. The figures for 1906 were $14,087,640; 1907, $16,381,475; 1908, $20,127,035; 1909, $24,405,210; and, at the end of the year 1909, $29,644,720.

"Now compare the difference in the increase of improvements since the single-tax system was adopted in its entirety. After the system had been in operation less than twelve months the value of building was increased to $37,858,660, a truly remarkable demonstration of the building activity during the year 1910, with a single tax encouraging owners of vacant lots to make their investments revenue producing. Of course, in this connection one must take into consideration the other contributory causes which have attended the growth and development of the city; there is no doubt that one of the greatest determining influences has been the encouragement to builders and capitalists in the shape of freedom from taxation on the result of their enterprise, instead of, as formerly, a tax on their industry."

Another Opinion.

R. P. McLennan, McFeely & Co., Ltd.—

"I do not think that single tax is responsible for the active building operations here. Building would be active anyway. That it has been and is of very material assistance, stimulation and incentive to every man owning a vacant lot to build, there is no doubt. I have asked architects, and they state it is so without reserve. The great development taking place in our Province, both in connection with its natural resources, its industries and its commerce, the large sums being spent on railroad construction and public works, are responsible for the prosperity in Vancouver. This prosperity calls for buildings, whether we have exemption from taxation or not, but that same exemption is, without doubt, a great incentive to build, with other conditions so favorable as at present. Not only so, but the owner who knows he is not going to be fined annually for improving his property and circulating his money will naturally take a much greater pride in his building and his city, and adds quality and beauty to his building. With the system of taxation continuing as it is to-day throughout the Dominion, Vancouver will contain the greatest number of handsome buildings of solid construction of any of our cities in a very few years.

"The application of the single tax theory should materially assist in the establishment of manufacturing industries in our city. It appears to be the simplest form of giving a legitimate bonus to any manufacturer wishing to avail himself of the offer. He can secure the cheapest property suitable and erect the most modern and expensive works he desires with the full knowledge that he will not have to pay a farthing on his buildings for taxes. Up to date the citizens of Vancouver appear well satisfied with the effect of the application of the single tax. It has been stated that a man who robs a hen house once is fined once, but the man who builds a hen house is fined once a year. Vancouver has ceased to fine the builder even once, and if one but contemplates the many modern structures of the best type and material in course of erection he cannot but consider her action has been justified beyond expectation."

A Neutral Position.

B. T. Rogers, The British Columbia Sugar Refining Co., Ltd.—

"I am in receipt of your letter of 28th March. In my opinion the single tax principle in force in our city during the last few years has not been in operation long enough to give a judicial opinion as to its merits. There is no doubt in so far as we have gone that the system has stimulated building, and particularly the loftier and better class of building. Speaking purely from my own opinion, I should say that the question ought to be divided up into three periods. Period No. 1 (which we are in just now) may be called the period of active construction of high-class build-

ings and consequent advancement of real estate values and general prosperity of the city, involving high rents and greater business activity. Period No. 2 (which I believe we are yet to pass through) will be when the results of overbuilding are felt; when rents will be lower and the burden become very heavy on owners of unproductive real estate, and a consequent falling off in values. Period No. 3 will be when population and business has again caught up and there will be a recurrence of what took place during Period No. 1.

"So much for my opinion as to the effect I think the system will have on the general business of the city. In regard to manufacturing industries, Vancouver has so very few industries that an opinion of any value can hardly be given. To the few industries established here when land was cheap the system is no doubt of advantage, but I might say that at the present time land values have been carried to such a point that I think it would be extremely difficult for the average factory to locate within the city limits as prices are at present. I believe if we are to have manufacturers, as we surely must have in time, they will have to seek cheaper sites outside the city limits."

THE CONSULTING ENGINEER AND THE MANUFACTURER.

Of late years a practice has prevailed among contractors and manufacturing establishments of gratuitously preparing plans, furnishing estimates, and giving advice on engineering work. This has been the cause of considerable adverse comment on the part of the engineer, for it interferes with his legitimate practice. At the last annual meeting of the American Institute of Consulting Engineers a discussion of this practice arose, and the consensus of opinion was that something should be done to stop it, as it was certainly unfair and detrimental, not only to the engineer, but also to the manufacturer and contractor. A number of interesting points were brought out during the discussion. Mr. C. C. Schneider stated that a few years ago, in tendering on steel work, the prevailing practice of making designs on speculation had its demoralizing influence, which did not seem to be sufficiently appreciated by purchasers of structural work, they being led to believe that the contractor did this work gratuitously. A moment's reflection, however, will show the fallacy of such an assumption. The fact is that the manufacturer has to pay for making designs, not only once, but many times over, as only once in a number of cases is he the successful bidder. This extra expense must be paid by the purchaser. Now, however, it is becoming more and more the practice to let contracts for bridges and other structures on designs prepared by engineers employed by the purchaser.

Nevertheless it is true that a great deal of work is done by the manufacturer which should logically come to the consulting and constructing engineer. The result is that the actual purchaser of the company's product is compelled to pay the expense of investigating other people's projects which are never carried out. At the present time the reinforced concrete practice is in about the same condition as that of structural steel work some years ago. It will only be by the co-operation of the engineering profession that this condition of affairs can be ameliorated. It was suggested at the meeting mentioned above that the different engineering societies whose members undertake consulting work should adopt a schedule of minimum charges, and that the companies manufacturing apparatus, in furnishing estimates, plans, and specifications should regard themselves as consulting engineers, and invariably should exact for the service rendered at least the minimum charge recommended. This would, no doubt, help to kill the practice. It is to be hoped that some concerted movement will be taken with regard to this matter.—The Canadian Engineer.

TRADE WITH RUSSIA.

In writing to Industrial Canada on the opportunities for Canadian manufacturers of agricultural machinery in Russia, a Berlin correspondent says:

"The few Canadian agricultural machines in the country not only gave universal satisfaction, but caused remarks to the effect that it was a matter of surprise why Canadian agricultural machine manufacturers did not pay more attention to the Russian market, which is destined to be the largest in the world. Agents who go to Russia must be live men, and not only know the country, but the language and general conditions. The safest policy would be the establishment of branch factories in Russia itself.

"I doubt if there is any country in the world in which Russia is more interested than Canada. Baron Myendorff, the vice-speaker of the Duma, informed your correspondent while on a visit 'that we look upon Canada as the agricultural school-master.' I quote this to show how well Canadian trade advances would be received in Russia. Possessing such ports as Riga, Reval and Libau, one cannot help wondering why some enterprising Canadian steamship company has not started a monthly service and made use of one of these 'funnels' to pour her highly esteemed goods into the greatest future market of the world."

Cultivate Decision.

The man who habitually comes to well-considered and prompt decisions makes no more mistakes than the man who, afraid to trust himself, defers making up his mind until it is forced upon him.

Every man may judge his capacity to decide by looking at his own desk; how many papers and matters are there represented which should have been settled yesterday? How many of them are being still further delayed until to-morrow? How many members of the staff are waiting until the Chief decides?

Cultivate decision—see that your mind and desk are not choked with the business of yesterday. Keep them clear for the affairs of to-morrow.

You cannot push anyone up a ladder unless he is willing to climb a little himself.—Andrew Carnegie.

Your High Calling.

Business is a great thing—but business that commands all the best faculties of mind and soul is an occupation fit for the highest among men.—Sheldon.

Don't Do It.

Don't plaster your office with "Do It Now." You need not tell everybody about your bad habits.

TORONTO BRANCH ANNUAL.

The annual meeting of the Toronto Branch of the C. M. A. will be held in the R. C. Y. C. dining room, Centre Island, on July 11 next, at 2 p.m. It will be preceded by a luncheon commencing at 1 o'clock.

CITY PLANNING.

As Discussed By Those Who Know Whereof They Speak.

By J. M. McIntosh.

"The Meaning and Progress of City Planning," "Paying the Bills for City Improvement," "Blighted Districts," "The Zoning Principle." These are some of the subjects discussed at the Fourth National Conference on City Planning, held in Boston on May 27-29. Had one gone to listen to these discussions with a preconceived idea that city planners were people with expensive notions of what is artistic, who like nice parks with trees and flowers in them, he would have very quickly changed his views.

When a blacksmith incidentally makes carriages as an adjunct to his business and later finds that his reputation as a carriage builder has extended far beyond his own locality, he will be able to look back and see the gradual change in his business methods that enabled him to produce with the maximum of efficiency. So it is in civic development. Communities build up in a manner suited to the conditions that exist, until they reach that stage where certain sections have outlived their usefulness for the purpose originally intended. The value of certain properties remains stationary or diminishes. They require to be converted to other uses. Thoroughfares require to be opened up through congested districts. Non-productive districts require to be brought into closer relationship with productive districts. Systems of rapid transit have to be established. Public health must be safeguarded. All these things exist in the modern city of to-day, and it is through problems such as these that the present day city planner has been produced.

Modern business efficiency requires that most things be measured up in dollars and cents, and so the city planner who loves things beautiful has to realize that his idea of beauty must co-relate itself with utility. Nelson P. Lewis, chief engineer of the Board of Estimate and Apportionment of the City of New York, told the conference how city planning bills are paid, or should be paid. Where property is particularly benefited by the opening of main thoroughfares, the construction of rapid transit systems, the property particularly benefited should be particularly assessed. When the first rapid transit subway in New York was built it was shown that certain property values increased $80,500,000 within seven years, more than the normal increase for that period. The cost of constructing the subway passing through the district affected was $13,000,000, while the cost of the entire subway was $43,000,000. If the $13,000,000 spent in the immediate district which was so notably benefited had been assessed against that district its owners would have reaped a profit of $67,000,000; had the cost of the entire subway been assessed against that district the net profit of the land-owners would have been $37,500,000.

By the application of the law of excess condemnation, by which is meant taking property in excess of what is required for a new thoroughfare and disposing of it after the thoroughfare has been opened, at values warranted by the improved location, the original cost has been known to be completely recovered without the taxpayer being burdened with any additional tax.

The city planner is the product of these problems. He does not make them. Tremendous sums have been wasted by bad city planning. Tremendous amounts have been saved and the earning capacity of property increased by good city planning. Cities are made more attractive. People like to visit an attractive city. The good city planners were all at Boston on May 27-29 last. The old city of Boston extended to them its customary generous hospitality. Boston itself was first planned, so it is said, by the cows, and as the cows did not look very far into the future, city planners were developed in Boston fairly early in its history. They have been doing big things there for many years, and some very practical object lessons were presented to the members of the conference.

WESTERN FAIRS.

Below will be found the location, date and name of secretary of Western fairs:

Brandon, Man.—July 20-26; W. I. Smale.
Calgary, Alta.—June 8-July 5; E. L. Richardson.
Edmonton, Alta.—Aug. 12-17; W. J. Stark.
Killarney, Man.—July 30-Aug. 1; Mr. Miller.
Lethbridge, Alta.—Aug. 19-24; J. McNicol.
Moose Jaw, Sask.—Aug. 12-15; Hugh McKellar.
North Battleford, Sask.—Aug. 13-16; Wm. McDowell.
New Westminster, B.C.—Oct. 1-5; D. E. MacKenzie.
Prince Albert, Sask.—Aug. 13-16; W. A. Kernihan.
Portage la Prairie, Man.—July 8-10; H. O. Sutton.
Regina, Sask.—July 29-Aug. 3; L. T. Macdonald.
Saskatoon, Sask.—Aug. 6-9; David Douglas.
Winnipeg, Man.—July 10-20; A. W. Bell.
Vancouver, B.C.—Aug. 10-17; H. S. Rolston.



W. H. Taft: "This is the happiest moment of my life that finds me going down with a great principle."
Sir Wilfrid: "Me, too."



England and Germany coming together.—*Fischietto, Turin.*



French justice pursuing criminals.
—*Figaro, Paris.*

BOILER EXPLOSIONS AND ACCIDENTS

By W. Buchan

H. M. Inspector of Factories

Keep Taps Open.

The taps of pressure gauges should always be opened and shut slowly, to prevent straining of the tube and jerking of the mechanism, and, if the gauge is working under suddenly varying pressures, the tap should be kept throttled to keep the pointer steady; a fine regulating valve is very useful for this purpose. Pressure gauges should also be sufficiently illuminated in dark places. Gauges may become inaccurate owing to choking or straining of the elliptical tube; the teeth of the pinion and quadrant may become clogged with dirt, especially the unused part of the quadrant, so that any excess beyond the ordinary working pressure will not be indicated; or the pinion and quadrant teeth may get out of gear through wear of the pivot sockets or some other cause. To avoid possible derangement of the mechanism, it is undesirable to attach the working parts to the light casing, a common cause of error in cheap gauges. As so much depends on the accuracy of pressure gauges they should be tested from time to time, and a test tap should be fitted so that a standard gauge may be readily connected for purposes of comparison. A serious explosion recently occurred through neglect of this precaution.

If a boiler is not in use during frosty weather, the pressure gauge should be removed to prevent damage.

Water Gauges.

The water level in boilers may be ascertained by try cocks, wheel floats, or glass tube gauges. Try cocks soon get out of order, and reliance should not be placed on them alone. Wheel floats are still in use on egg-ended boilers, Rastrick and vertical cylindrical boilers; the wire or brass rod supporting the float is liable, however, to stick at the gland on the top of the boiler, and may give misleading indications of the water level. Glass tube gauges are now almost universally used, and as so much depends on them, care should be taken to provide good and reliable fittings and to keep them in proper working order. Asbestos packed cocks are preferable, especially for high pressures, and both the water and steam passages should be as large as possible and kept clear of deposit. The bottom fitting should be recessed to receive the glass, and care should be taken when putting in a glass to place it in this recess and screw up the bottom gland first. Packing of conical or hexagonal type is recommended to prevent the possibility of the packing being forced under the end of the glass tube. Broken glasses should be renewed at once, and for this purpose, a few spare tubes of the correct length should always be kept at hand. Water gauges should, wherever possible, be fitted directly to the boiler in such a position that the water level is visible with a depth of 4 in. of water in the boiler above the furnace flue, and they should be sufficiently illuminated. To show the water level more clearly, enamelled reflectors may be placed behind the glasses. Owing to the optical properties of glass and water, the dark horizontal lines appear shortened in the steam space and lengthened in the water space, while the diagonal lines appear horizontal through the water. With prismatic glasses the water appears black, and the steam space appears silvery, but with this type, if the water is dirty or has an erosive action on the glass, in course of time a coating of dirt may collect on the inside of the glass or the prismatic formation may be destroyed, and the glass will appear black when the water has actually left it.

Shortness of Water.

Explosions from shortness of water would be reduced in number if the attendants, instead of opening only the drain taps of water gauges, tested them several times daily in the following manner to ensure that both the steam and water passages were perfectly clear:—

(1) Shut top tap.

(2) Open drain tap. A full flow of water shows that the water passage is perfectly clear.

(3) Shut bottom tap.

(4) Open top tap. A full blow of steam shows that the steam passage is also clear.

(5) Shut the drain tap.

(6) Open the bottom tap. The water should not be sluggish in returning to the glass.

These operations involve a certain amount of trouble, but they ensure that the glasses will indicate correctly, and also that the taps can be closed should a glass break. Gauges on water-tube boilers are often fitted with special rods and handles by which the taps can be operated either from the floor or platform at the gauge level. A tail pipe fitted to the drain tap and provided with a valve near the ground level is an exceedingly useful adjunct for frequent use, but it does not dispense with the regular routine testing mentioned above. Where there is a number of high-pressure boilers, the risk of scalding can be greatly reduced if the attendant, who tests the glasses, wears a mask and gauntlets.

To prevent accidents from bursting glasses, they should be of good quality, and the fittings should be in line. When putting in a glass, it should be placed in the recess of the bottom fitting and the gland screwed up, and after it is secured in the top fitting in a similar way, it should be just possible to turn the glass by hand. The renewal of glasses every six months, instead of waiting until they break, is very good practice.

How Low-water Alarms Operate.

One device consists of a steam whistle, operated by means of a pivoted lever attached to a float within the boiler; when the water gets low the valve opens and the whistle blows. Another method consists of a low-water safety valve, actuated by a similar float and mechanism; at low water the valve opens, and the escaping steam gives warning, at the same time reducing the pressure in the boiler. These valves are often combined with high-pressure safety valves. A low-water alarm is an additional safeguard if kept in working order and carefully adjusted so that the float rests upon the top of the flue when the boiler is empty; should the float become reduced in weight the counterbalance should also be reduced. Metal floats should be used instead of vitrified brick if the water has a corrosive action on the brick. The alarm or low-water safety valve should be tested whenever a boiler is blown off for stoppage; as soon as the water gauge indicates less than ½ in. of water in the glass, the whistle should sound or the low-water safety valve should blow.

Use of Fusible Plugs.

Fusible plugs provide a valuable safeguard against serious explosions and collapse of furnace crowns due to low water; they should be fitted directly over the fire in all straight furnaces and in the crowns of all fire-boxes. A fusible plug consists of a metal cone, as small as practicable, held in position in a conical cap by a ring of alloy of low melting point; should the crown of the furnace become overheated through want of water the alloy melts before there is

any serious danger, the cone drops, and the escaping steam puts out the fire. Fusible plugs are not reliable unless they are kept perfectly clean on both sides. They should be examined at each cleaning time and the fusible metal renewed periodically. One leading railway company makes a practice of renewing monthly the fusible metal of the plugs in the fire-box crowns of their locomotive boilers, while insurance companies dealing with stationary boilers recommend renewal at intervals, varying from one to two years, depending on the nature of the feed water and other local circumstances. Most types of plugs are now fitted with a cap that can be easily renewed, and a number of spare caps should be kept to prevent delay in the event of a plug melting.

Feeding Arrangements.

Efficient means should be provided for supplying boilers with water. The primitive method of drawing the fires, lowering the pressure, and feeding from the main every time the water is low, should be abolished. A regular water level should be maintained, and, if practicable, a continuous feed should be adopted. Whether the boiler is fed by a pump or an injector, a feed check valve should be fitted on the boiler, and it is advisable to have the feed valve provided with a screwed spindle, not attached to the valve, by which the lift can be regulated or the valve closed, if required. Care should be taken to prevent valve seats getting out of position, as this may entirely stop the feed supply or allow the admission of steam to the feed pipes, and so give rise to water-hammer within them. To prevent the water level of the boiler being lowered to a dangerous extent, through leakage past the feed check valve, due to wear of the bearing surfaces through grit, or to the presence of foreign matter (matches, packing, or bits of wood) between the valve and seating, the feed pipe within the boiler should be so arranged as to discharge about three inches above the level of the furnace crown or fire-box. To allow easy examination of the check valve, while the boiler is under steam, a cock or valve is sometimes placed between it and the boiler. On small boilers, the feed valve is sometimes secured by a screwed nipple. In such cases attention should be paid to the screwed joint as the thread is liable to get wasted and the feed valve may be blown off. Feed pipes and valves should be regularly overhauled, as they are liable to become choked if the feed water is dirty or sedimentary. To prevent shortness of water a boiler may be fitted with an automatic feed-water regulator, consisting of a float that opens a valve at the end of the internal feed pipe whenever the water falls below a certain level. It should also be remembered that it is equally undesirable to flood the boiler full with feed water, as the safety valve may not be able to cope with the discharge of steam and water, and excessive pressure may be exerted in the boiler, whilst the engine is liable to be wrecked if water is carried over into the cylinder.

The Work of Injectors.

Shortness of water ensues when an injector fails to act. It is essential that dry steam be used, that the feed water be not too hot, and that the water pipe be airtight, while the overflow pipe should not be too long. When the overflow is discharged at a distance a short pipe, attached to the overflow branch of the injector, should be led into a funnel-shaped receiver connected with a pipe of larger diameter. The ordinary accidents attributable to injectors occur in connection with locomotives. When an injector is turned on or shut off, a certain amount of water and steam is discharged by the overflow pipe below the engine, and shunters and others on the ground are sometimes scalded. The end of the overflow pipe should be placed in such a position that the chance of accident is reduced to a minimum, but, at the same time, it should be fixed where the engine driver can see it.

INDUSTRIAL ACCIDENTS.

There was an increase in the number of accidents sustained by workmen in the course of their employment reported to the department during May. Altogether 90 fatal accidents and 241 resulting in serious injuries were recorded, as against 62 fatal and 287 non-fatal during April, and a still smaller number, 52, fatal and 121 non-fatal during May a year ago. These figures show that 42 more industrial accidents were reported in May, 1912, than in the preceding month, and 158 more than in the same month of the preceding year.

The Power of Salesmanship.

The life-blood of business is salesmanship—the power to persuade people to purchase product at a profit.



The Gardener (Sir Wilfrid Laurier): "It's bound to grow."—*Montreal Standard.*



Where a legislation gun is needed.—*Toronto World.*

N. F. P. A. CONVENTION

Men Who are Fighting Fire Waste Present Instructive Addresses and Reports. Mr. E. P. Heaton Elected a Member of the Executive.

THE interest and enthusiasm manifested at the Sixteenth Annual Convention of the Natural Fire Protection Association, held in Chicago recently demonstrates that all classes of citizens are beginning to realize the necessity of decreasing the enormous annual waste by fire. The Convention was the most successful in the history of the Association, and much valuable information was exchanged by the delegates. Mr. E. P. Heaton, manager of the Central Canada Manufacturers' Mutual Fire Insurance Company, attended in the interests of the C. M. A., and was elected a member of the new Executive.

Secretary F. H. Wentworth reported the total membership as 2,415, an increase of 460, made up as follows:—Active, 101, increase of 9; associate, 1,479, increase of 263; subscribing, 832, increase of 188; honorary, 3. The Association's assets amount to $4,547.31; the receipts for the year, $20,471; liabilities, none.

Fire Fighting Systems.

The report of the Committee on Standards stated that standpipes and hose were next to automatic sprinkler systems in efficiency, and that they were means of supplying large streams to fight fire inside buildings at various levels, and were especially valuable where high pressure service was available. It is fire fighting equipment in the strictest sense of the word, it was declared, but one that is much neglected, and often is installed with inferior material, only to meet the loosely drawn provisions of a local ordinance, or to get a reduction in insurance rate, and then subject to neglect.

One of the new provisions of the report on sprinklers was that when a building equipped with sprinklers connects with one not so equipped, the connecting openings shall be provided with fire doors, at least one of which shall be automatic. Another new article, and probably the most important recommendation of the committee, provided that as exposure hazards are the chief menace to a sprinkler equipped building, outside windows shall be of wired glass.

Resolutions and Officers.

The following resolutions were referred to the Executive Committee:

Resolved, that the Executive Committee be authorized, as promptly as may be, to form a legislative and publicity committee composed of more than one-half of trade association active members, to organize state and municipal sub-committees formed of N. F. P. A. members, and to supply all such agencies legal, as well as physical advice, to advance uniform and wide-spread correct state and local legislation to effectively control the fire waste.

Resolved, that the National Fire Protective Association favors the adoption by state, municipal and other local offices charged with control and prevention of fire waste, of a continuing annual or semi-annual occupancy license covering the persons, pursuits and housekeeping for as large a proportion of buildings as circumstances in each locality permit.

The election of officers resulted in the selection of H. L. Phillips, of the Factory Insurance Association of Hartford, as president, succeeding W. H. Merrill, manager of the Underwriters Laboratories; G. M. Robertson, of San Francisco, as vice-president; F. H. Wentworth, of Boston, as secretary and treasurer; and E. B. Hatch, Chicago; E. P. Heaton, Toronto; R. L. Humphrey, Philadelphia; C. H. Phinney, Boston; T. B Sellers, Columbus, as executive committee, with F. T. J. Stewart, of New York, as chairman.

DEMONSTRATION FARMS.

The Lands Committee of the Commission of Conservation will start a number of demonstration farms in Canada this year. One farm will be selected in each district where the Agricultural Survey work was conducted last year, for the purpose of putting into actual practice the best and most profitable farm methods for that locality.



THE TURKISH BATH.

How long will they stand it?—*Leader, London.*



A False Beacon.—*Vancouver Sunset.*

RAILWAY CONSTRUCTION

The Grand Trunk Pacific Company's programme for 1912 will entail the expenditure of $20,000,000. On the main line, 185 miles will be built east of Fort George, and 150 miles west of Fort George, with 500 miles of branch lines. Hotels will be erected in Edmonton and Regina containing 150 rooms each. Twenty-five general stores will be built in various towns. The arrival of steel is needed to complete 610 miles which are as follows: Regina south, 155 miles; Alberta coal branch, 20 miles; Regina, Moose Jaw, 100 miles; Topfield-Calgary, 90 miles; Prince Albert, 20 miles; Battleford, 50 miles; Cut Knife, 50 miles; Biggar-Calgary, 100 miles; and Brandon, 25 miles.

The Canadian Northern Railway Company's construction programme for the year 1912 includes 1,053 miles. More than 10,000 men are at present engaged in the work, and as the season advances this number will probably be doubled. Operations will be carried on as follows:

Montreal to Hawkesbury, 58 miles; Ottawa to Ottawa River; 32 miles; West from Ruel, Ont., 100 miles; East from Port Arthur, 108 miles; branch lines and extensions in Alberta and Saskatchewan, 400 miles; British Columbia, 75 miles; Sydenham, O., to Ottawa, 80 miles; relaying track on main line west, 200 miles.

At a cost of $12,000,000 the Canadian Pacific Railway Company have just let the contract for its new 185 mile line between Montreal and Toronto. Work has already started and it will take two years to complete. Branching from the present line at Glen Fay, fifteen miles west of Smith's Falls, the line will run south to touch Belleville, Trenton, Cobourg and Port Hope, rejoining the present line at Agincourt, a little east of Toronto.

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FREIGHT CHANGES

List of Freight Schedules Filed with the Board of Railway Commissioners During Month of June, 1912.

(The first column shows the old and the new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the railway number. C.L. stands for carload lots; L.C.L., less than carload lots.)

Canadian Pacific Railway.

C.R.C.	R.R. No.	Effective.	Description.
Sup. 2 E 2342	Sup. 2 E 1942	May 25-12	Commodities between C. P. stations. Reissue. New rate.
Sup. 51 E 2124	Sup. 51 E 1720	May 24-12	Commodities between C. P. stations. New rates.
Sup. 13 E 2250	Sup. 13 E 1848	May 20-12 (R) June 17-12 (A)	Switching and interswitching at C. P. stations. Reissue. New rate. Cancellation.
E 1443	E 1974	June 15-12	News printing paper C.L. Espanola, Ont., to points in the U.S. New rate.
Sup. 48 E 2124	Sup. 48 E. 1720	June 17-12	Commodities between C.P. stations. Reissue. Reduction. Advance.
Sup. 8 E 1286	Sup. 8 E 868	June 20-12	Cancellation of special tariff on chemicals, paints, etc., from Montreal to stations west thereof. Advance.
Sup. 57 E 2124	Sup. 57 E 1720	June 10-12	Commodities between C. P. stations. Reissue. New rates.
Sup. 16 E 2250	Sup. 16 E 1848	June 15-12	Switching and interswitching at C. P. stations. Reissue. Addition. Change.
Sup. 4 E 2342	Sup. 4 E 1942	Various dates	Commodities between stations on C. P. R. Reissue. New rate.
Sup. 58 E 2124	Sup. 58 E 1720	Various dates	Commodities between C. P. stations. Reissue. Addition. Changes.
Sup. 7 E 2344	Sup. 7 E 1944	Various dates	Building material between stations on C. P. R. Reissue. New rate. Advance.
E 2392	E 1992	July 17-12	Commodities from C. P. stations and connecting lines to stations in the U. S. Reissue. Advance. Cancellation.
Sup. 14 E 2250	Sup. 14 E 1848	June 4-12	Switching and interswitching. Reissue. Reduction.
Sup. 1 E 2359	Sup. 1 E 1959	June 3-12	Paper commodities between various stations. New rates. Reduction.
Sup. 54 E 2124	Sup. 54 E 1720	June 1-12	Commodities between C. P. stations. Reissue. New rates.

The Canadian Bank of Commerce

Paid-up Capital : : : : $15,000,000
Rest : : : : : : : $12,500,000

Drafts on Foreign Countries

Every branch of this Bank is able to issue, on application, drafts on the principal points in the following countries :—

Africa	France	Peru
Arabia	French Cochin-China	Philippine Islands
Argentine Republic	Germany	Portugal
Australia	Great Britain	Roumania
Austria-Hungary	Greece	Russia
Belgium	Holland	Servia
Brazil	Iceland	Siam
Bulgaria	India	Siberia
Ceylon	Ireland	Soudan
Chili	Italy	South Africa
China	Japan	Spain
Crete	Java	Straits Settlement
Cuba	Malta	Sweden
Denmark	Manchuria	Switzerland
Egypt	Mexico	Turkey
Faroe Islands	Norway	United States
Finland	Panama	Uruguay
Formosa	Persia	West Indies

Big Business Houses

find the ample resources, splendid facilities and progressive business methods of The Traders Bank of Canada the basis of a most satisfactory banking service. We welcome opportunities to demonstrate this service to the largest firms and corporations.

Capital and Surplus $6,850,000 Total Assets $52,000,000

The Traders Bank OF CANADA

Head Office - - Toronto

Canadian Pacific Railway.

E 2382 cancels E 2085	E 1982 cancels E 1682	July 1-12	Class and commodity from London and other English and Continental ports to stations in the Canadian Northwest. Reissue. Reduction. Advance.
Sup. 55 E 2124	Sup. 55 E 1720	July 2-12	Commodities between C. P. stations. New rates. Cancellation.
Sup. 5 E 464	Sup. 5 E 214	July 2-12	Cancellation of special tariff on starch, glucose and syrup from Port Credit, Ont. Advance.
E 2381 cancels E 1674	E 1981 cancels E 1261	July 7-12	Class and commodity tariff from C. P. stations and connecting lines to points in Eastern States. Reissue. New rates.
Sup. 15 E 2250	Sup. 15 E 1848	Various dates	Switching and interswitching at C. P. stations. Reissue. Change.
Sup. 3 E 2332	Sup. 3 E 1932	June 26-12	Export rates from C. P. stations to Montreal and Quebec. Reissue. Reduction.
Sup. 2 E 2330	Sup. 2 E 1930	June 19-12	Import merchandise Quebec Wharf to C. P. stations. Reissue. Reduction.

Grand Trunk Railway.

Sup. 3 E 2375	Sup. 3 C.C. 19	June 25-12	Coke C.L. Buffalo, Black Rock and Suspension Bridge, N.Y., to points in Canada. Reduction. Reissue.
Sup. 4 E 2377	Sup. 4 C.C. 18	June 25-12	Bituminous coal C. L. Buffalo, Black Rock and Suspension Bridge, N.Y., to points in Canada. Reissue. Reduction.
Sup. 1 E 2534	Sup. 1 C.C. 21	June 25-12	Anthracite coal C.L. Buffalo, Black Rock and Suspension Bridge, N.Y., to stations in Canada. Reduction.
E 2551	S 87	June 24-12	Absorption of switching charges and method of transfer to connecting carriers.
Sup. 30 W 1686	Sup. 30 S 71	July 13-12	Switching charges at Berlin and Waterloo. Advance.
Sup. 2 E 2548	Sup. 2 C.Y. 26	July 17-12	Commodities between G. T. stations and to and from connecting lines. Advance. Reductions.
Sup. 11 E 1907	Sup. 11 B. 14	July 15-12	Classes between Buffalo, Black Rock and Suspension Bridge and stations in Canada. Reduction. Reissue.

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Welds Cracked Spokes in 6-foot Driving Wheel

Wheels Made as Strong as Original

and Locomotive Placed on Active List in 3 Days



Oxy-Acetylene produces the greatest known heat by combustion

6300 Degrees Fahrenheit

2300 Degrees Greater than Any Other System

Used by Railroads, Shipbuilders, Safe Makers, Structural Steel Workers, Contractors, Bridge Builders, Auto Manufacturers

Ask for price of installation adapted to your particular requirements.

Acetylene Construction Co., Limited

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Everybody's Doing It—Doing What?

Buying from the largest manufacturer of printed envelopes in Canada

Dominion Envelope Company LIMITED

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Forty thousand square feet devoted to Envelopes only.

Our machines manufacture and print two colors in one operation.

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Most complete Hand Fold Department, making String Lock Envelopes, Metal Fold Envelopes, and our new

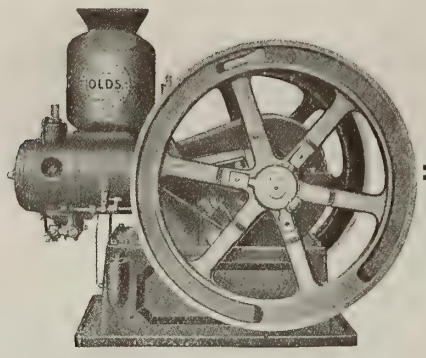
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Envelopes made by other manufacturers by hand, we make by machinery.

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Most modern and up-to-date Envelope Plant in Canada, and we manufacture everything we sell.





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The call to-day is for "quality."

The matter of price does not carry so much weight with the careful buyer as the "quality" of the goods.

The "OLDS" Trade Mark stands for "Quality"—efficiency, durability, simplicity, reliability and economy.

Every "OLDS" Engine bears this Mark, and it guarantees the purchaser full value for his money.

All "OLDS" Engines are thoroughly tested and tried out before leaving the factory—each and every one must be in perfect running order before it is shipped.

"OLDS" Engines are built in the largest factory in the world devoted exclusively to the manufacture of gasoline engines, and are the result of thirty years' experience in engine building.

JUMP SPARK SYSTEM OF IGNITION—Simple, Effective, Reliable.

WATER JACKET, CYLINDER, VALVE CHAMBER and MAIN FRAME, are four entirely separate castings.

CYLINDER HEAD is cast solid with the Cylinder.

PISTONS and CYLINDERS are made of the very hardest iron and are ground to a perfect fit.

PATENT SEAGER MIXER ensures a perfect mixture of gasoline and air, and works without a gasoline pump.

BEARINGS are large, well-oiled and lined with genuine anti-friction Babbitt metal.

MASSEY-HARRIS CO., LIMITED

TORONTO
MONTREAL
MONCTON
WINNIPEG

REGINA
SASKATOON
CALGARY
EDMONTON

Grand Trunk Railway.

Sup. 10 E 2265	Sup. 10 C.U. 58	July 17-12	Commodities from Buffalo, Black Rock and Suspension Bridge to stations in Canada. Addition. Reissue.
Sup. 2 E 2457	Sup. 2 S 86	June 1-12	Interswitching at Chatham, Ont. Addition.
Sup. 28 E 1686	Sup. 29 S 71	July 3-12	Switching at Welland, Ont. Advance.
Sup. 67 E 2352	Sup. 67 C.Y. 20	June 1-12	Scrap steel borings C.L. Peterboro to Hamilton, 5½ cts. per 100 lbs. Reduction.
Sup. 1 E 1191	Sup. 1 W.D.C. 1	July 1-12	Cancellation of rates on starch and glucose from Port Credit, Ont. Advance.
Sup. 11 E 102	Sup. 11 E.A.G. 2	July 1-12	Cancellation of rates on starch, glucose and syrup from Cardinal, Ont. Advance.
Sup. 1 E 2548	Sup. 1 C.Y. 26	July 1-12	Starch, syrup and glucose from Brantford, Cardinal and Port Credit, Ont., to stations on G. T. R. and connecting lines. Advance. Reduction.
Sup. 4 E 2548	Sup. 4 C.V. 26	June 22-12	Coke (petroleum) C. L. Toronto to Niagara Falls, Ont. 5c. per 100 lbs. Reduction.

Erie Railroad.

Sup. 3 115	Sup. 3 A 4323	June 16-12	Iron and steel from Erie R.R. stations to points in Canada.

Lake Shore and Michigan Southern Railway.

Sup. 8 225	———	June 15-12	Iron and steel, L. S. & M. S. stations to points in Canada.
Sup. 10 225	———	Aug. 1-12	Iron and steel commodities from L. S. & M. S. stations to points in Canada.
Sup. 14 223	———	July 1-12	Commodities L. S. & M. S. stations to points in Canada.

Toronto, Hamilton and Buffalo Railway.

Sup. 17 749	Sup. 17 216	Various dates	Commodities from T., H. & B. stations on connecting lines.

Pere Marquette Railway.

1465 cancels 10-62	3787 cancels 235-J16	July 9-12	Commodities from Port Stanley to points in Canada. Advance. Reduction.
1094	2799		
1111	2847		
1466 cancels 2956	3788 cancels 1158	June 15-12	Canned goods P. M. stations in Canada to points in Canada.

Cincinnati, Hamilton and Dayton Railway.

Sup. 7 262	Sup. 8 5603	July 13-12	Commodities from Indiapapolis and Moorefield, Ind., to points in Canada.



General view of Wabasso Cotton Co's plant at Three Rivers, which was built according to our plans and specifications and under our supervision, and which plant we are at present increasing to double the size shown above.

T. PRINGLE & SON, Limited

Industrial Engineers and Architects

PLANS, Specifications, Estimates, Reports, Surveys and Surpervision of Construction, in connection with all classes of Factories, Mills, Warehouses, Foundries, Steam and Hydro-Electric Power Plants.

We are prepared to place at the disposal of our clients an Engineering and Architectural organization founded on 20 years of experience as Industrial Specialists, during which time we have given intimate and careful attention to every detail, from the preliminary study sketches, to the completion of the last item of equipment, of a large variety of industrial works.

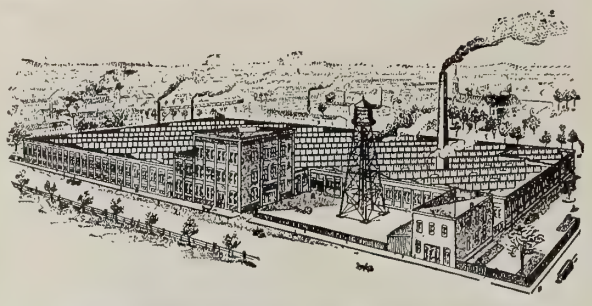
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OUR EXPERIENCE INCLUDES

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Bolt, Nut Factories
Oilcloth "
Paint "
Paper Box "
Rubber Goods Factories
Shoe Goods "
Shirt Factories
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Cast Iron "
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Steel " (acid and basic).
Sprinkler Equipments
Enamelware Manufacturing
Sheet Metal Stamped Ware Manufacturing
Asbestos Fibrizing Mills
Cotton Mills
Concentrators, Stamp Mills
Jute Mills
Knitting Mills
Paper "
Pulp "
Rolling "
Saw "
Tube "
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Valve Works
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Issues Policies of Insurance after A CAREFUL INSPECTION OF THE BOILERS covering LOSS OR DAMAGE TO PROPERTY and LOSS RESULTING FROM LOSS OF LIFE AND PERSONAL INJURIES. :: :: :: ::

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JOHN L. BLAIKIE - - - - President
H. N. ROBERTS - Vice-President and Sec'y
GEO. C. ROBB - - Chief Engineer
A. E. EDKINS - Ass't Chief Engineer

272 cancels 261	5602-A cancels 5602	July 15-12	Commodities from C., H. & D. stations to points in Canada.
Sup. 6 263	Sup. 7 5604	July 21-12	Commodities C., H. & D. stations to points in Canada.

Michigan Central Railroad.

Sup. 21 1351	Sup. 21 7766	June 3-12	Iron and steel from London, Hamilton, St. Thomas, etc., to points in Canada. Reissue.
Sup. 22 1351	Sup. 22 7766	July 18-12	Iron and steel articles, M. C. stations in Canada to points in Canada. Reissue. Advance.

NEW PATENTS.

The following is a list of patents recently granted by the Canadian Patent Office to Canadians, and furnished by Fetherstonhaugh & Co., 5 Elgin St., or Castle Bldg., 53 Queen St., Ottawa, Canada:

140,484. Chas. M. Count de Passey-Laudon, Fort Erie, Ont.—Lighters. Chas. M. Count de Passey-Laudon, Wm. Jno. Chown.

140,491. L. Wheeler, Windsor, Ont.—Attachments for planting machines. M. Wheeler.

140,512. Wm. C. Gurney, Toronto, Ont.—Auxiliary water heaters for furnaces and boilers. The Gurney Foundry Co., Ltd.

140,515. M. White, Windsor, Ont.—Valve handles. Kerr Engine Co., Ltd.

140,517. H. T. Bush, Port Hope, Ont.—Pipe connectors. The Standard Ideal Co., Ltd.

140,540. Wm. J. Dunn and H. B. Taylor, Montreal, Que. Wall paper hanging devices.

140,543. Chas. P. Band, Toronto, Ont.—Collars.

140,544. F. Bausch, Toronto, Ont.—Vacuum cleaners.

140,550. Wm. R. Blowers, Toronto, Ont.—Tire casings.

140,552. Jos. E. M. Brisette, Montreal, Que.—Radiators.

140,551. Jos. E. Bourque, Plessisville, Que.—Sap-spouts.

140,544. Geo. F. Brown, Winnipeg, Man.—Coffins.

140,555. F. J. Busch, Vancouver, B.C.—Refrigerating systems.

140,558. Jas. J. Cain, Toronto, Ont.—Newspaper vending machines.

140,568. F. Jas. Claypool, Ottawa, Can.—Artificial teeth.

140,578. Wm. Dorey, Gananoque, Ont.—Tire protectors.

140,585. Jos. Farr, St. Catharines, Ont.—Door fasteners.

140,587. M. Filion, Montreal, Que.—Cattle guards.

140,589. D. Fisher, Glace Bay, N.S.—Folding beds.

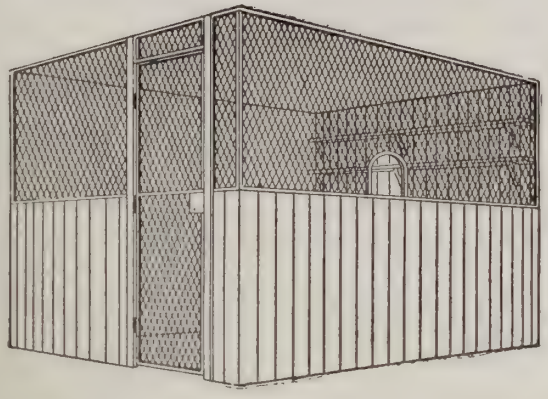
INDUSTRIAL AGENT

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Dated at Edmonton, 28th of May, 1912.

Tool Room Enclosures and Floor Railings



OUR Diamond Mesh Formation insures beyond doubt the safest protection. Can be supplied in any length or in Panels with Round or Channel Iron Frames. We also make Metal Lockers, Steel Factory Stools, and Wire Guards for all purposes.

Inquiries Solicited.

CANADA WIRE & IRON GOODS COMPANY
HAMILTON





Cheap and Practical

The New Skylight

Acheson Barn Roof Lights

attached like an ordinary sheet of corrugated iron —no soldering nor flashing. Moveable or stationary sash, plain or wired glass. Made for corrugated iron or any other form of roofing.

Write for prices and full particulars

The Metallic Roofing Co., Ltd.
Manufacturers
Toronto, Ont. Winnipeg, Man.

C83

"MORROW" Screws and Nuts

The best quality obtainable

Insist on our make as you have always done



"MORROW" Twist Drills

Absolutely the best made

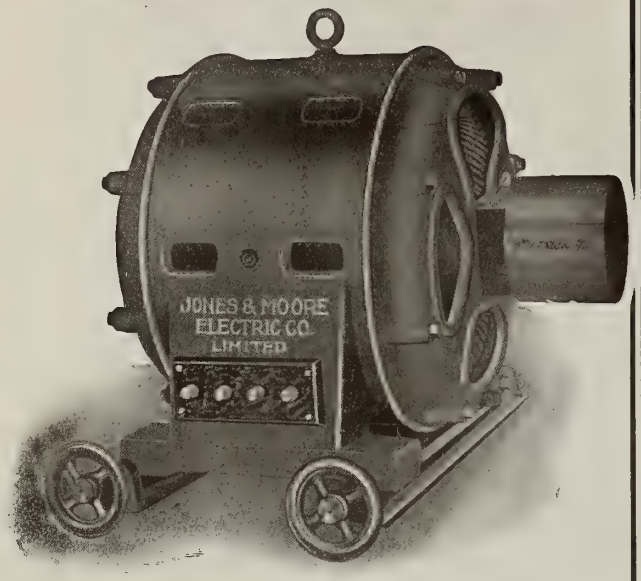


After one test you will use no other make

John Morrow Screw and Nut Company,
LIMITED

INGERSOLL - - - ONTARIO

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Manufacturers of Dynamos and Motors

Over 3,000 Machines now in Successful Operation.
Estimates Furnished on Complete Installations.
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Of guaranteed purity by the Claude's Process. The largest and most up-to-date plant now in operation on this continent.

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AND ALL SYSTEMS OF

WELDING AND CUTTING PLANTS

For welding steel, cast iron, copper, brass, lead, aluminum. For cutting steel and wrought iron.

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TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.

325. **Acetic Acid.**—A London firm of chemical merchants ask to be placed in touch with Canadian manufacturers of acetic acid. They are also interested in acetone and in other chemical products suitable for the English market.

326. **Bran.**—The Hamburg branch of a London merchant firm desires to engage with Canadian shippers of bran.

327. **Building Materials.**—A Danish correspondent asks to be placed in touch with Canadian manufacturers of building materials.

328. **Canned Fish.**—A London correspondent wishes to communicate with British Columbia canners.

329. **Clean Tin Cuttings.**—A Scottish correspondent is in the market for supplies of clean tin cuttings, such as are produced in die stamping from sheet tin.

330. **Corn Feed Meal.**—A Newfoundland firm is prepared to handle large quantities of unbolted corn feed meal.

331. **Cornice Poles.**—A London company who are in the market for supplies of white enamelled cornice poles and also of rings and ball and spear ends to suit invite samples and quotations from Canadian manufacturers.

332. **Flour.**—A firm of flour importers in Glasgow wish to get in touch with Canadian exporters of flour in large shipments.

333. **Fur.**—A London firm desires to get into touch with Canadian fur exporters.

334. **Infants' Supplies.**—An Ottawa correspondent desires to receive price lists and descriptions of articles required for the use of infants and small children.

335. **Linseed.**—A Hamburg firm desires to import linseed from Canada.

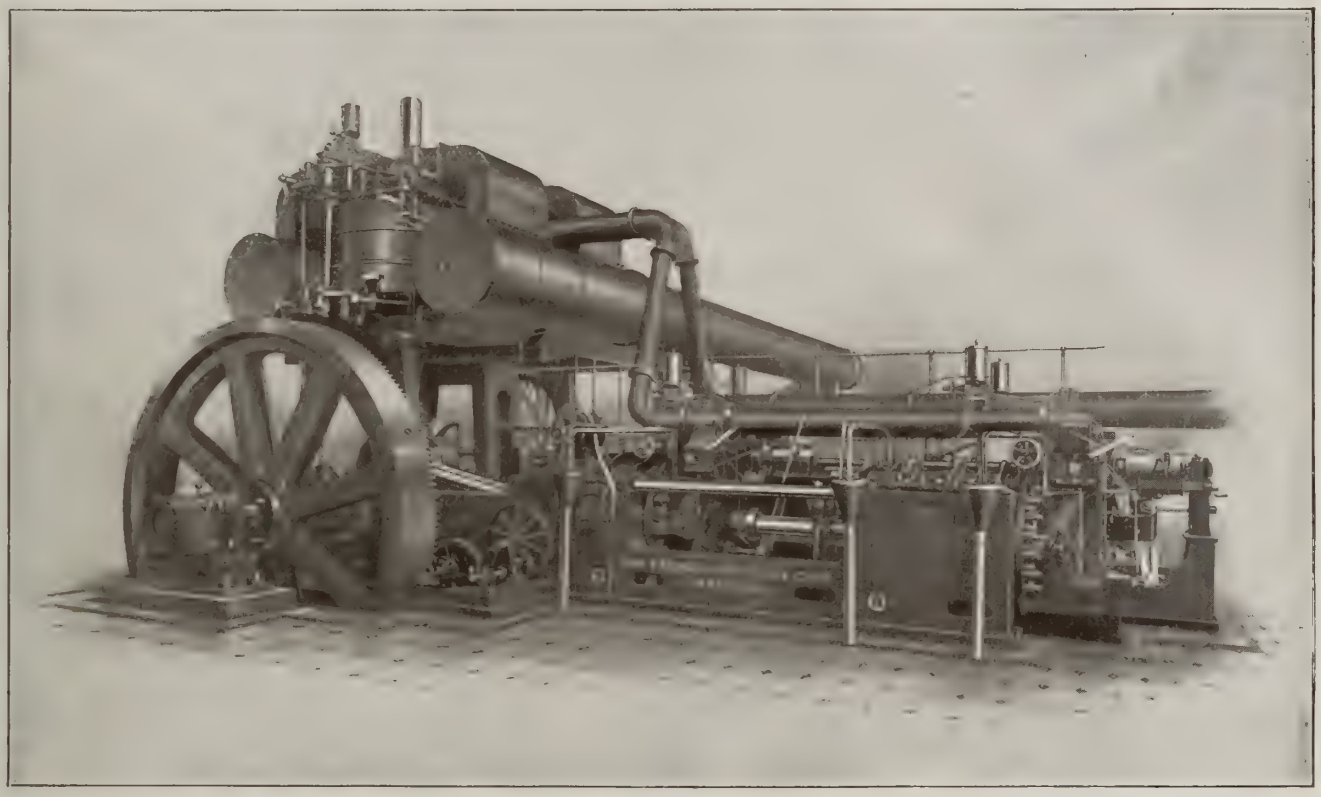
336. **Lumber.**—A Boston firm would like quotations on Canadian lumber, delivered Hull or Liverpool.

337. **Lump Charcoal.**—A Liverpool firm desires to be placed in communication with Canadian manufacturers of lump charcoal.

338. **"Ontario" Cotton Duck.**—A London firm makes enquiry for the name of a Canadian manufacturer of "Ontario" cotton duck.

339. **Picture Post Cards.**—A German firm wish to import picture post cards.

SIMPLICITY -- RELIABILITY -- ECONOMY



CANADA GAS PRODUCERS

AND PREMIER GAS ENGINES

FORM A MOST EFFICIENT AND
SATISFACTORY POWER PLANT

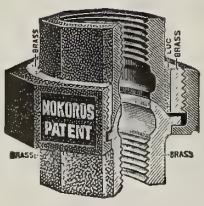
OUR new Canada Gas Producer is made to be used with such fuel as is easily obtainable in the Canadian Market, and combined with a Premier Gas Engine will develop power with the least care and expense.

CANADA FOUNDRY COMPANY, LIMITED

TORONTO, MONTREAL, HALIFAX, OTTAWA, COBALT, WINNIPEG
CALGARY, NELSON, VANCOUVER, PRINCE RUPERT.

KAHN SYSTEM
of REINFORCED CONCRETE
Steel Sash
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Waterproofing
Paste
KAHN SYSTEM Reinforced Concrete
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Head Office and Works:
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BRANCHES EVERYWHERE

WALL PLASTER
"Empire" Plaster Board combines lathing and fireproofing in one simple operation.
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WE SHALL BE PLEASED TO SEND YOU OUR SPECIFICATION BOOKLET
Manitoba Gypsum Co., Limited
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The NOKOROS PATENT UNION


The only union made absolutely Non-Corrosive,—Brass to iron in all contact points—ball joint—octagon ends,—any wrench can be used. Adapted for heavy service.
Every union air tested at the factory. Send for Circular "A" describing the above and other fittings made by
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OTTERVILLE MFG. CO., Limited
Otterville, Ontario

EXPORTERS OF
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Music Cabinets.
Catalogue B.
The Goderich Organ Co. Limited
GODERICH, CANADA
Closet Seats,
Flush Tanks,
Medicine Cabinets,
Everything for the Bath Room.
—Write for Catalogue C. and Price List.—

340. **Quebec Pine Deals.**—A Nottingham firm is open to receive quotations on Quebec pine deals.

341. **Scrap.**—A London firm who are buyers of old scrap copper, brass, gunmetal, etc., would be glad to receive offers from Canadian exporters.

342. **Timber.**—A Nottingham firm would like quotations on rock elm, birch, and hickory, also pitch pine and Oregon pine.

343. **Turned Goods.**—A London firm manufacturing chairs and tables make enquiry for Canadian manufacturers of turned goods suitable for common wood chairs, such as turned spindles, stretchers, chair seats, etc.; the firm are also in the market for supplies of Canadian beech.

AGENCIES.

1. An agent at Havre, France, will be glad to accept the agency of Canadian canners of fish, fruit, meat and vegetables.

2. A South African firm of commission agents and general dealers desire agency for Canadian condensed milk.

3. A South African firm of commission agents and general dealers wish to communicate with Canadian exporters of preserved fish, with a view to an agency.

4. A Birmingham firm of consulting and inspecting engineers are open to act for Canadian firms who may be placing orders in Great Britain for machinery and engineering appliances generally.

DESTROYED BY FIRE.

More than $217,000,000 worth of property was destroyed by fire in the United States in 1911, according to figures made public at the annual meeting of the National Board of Fire Underwriters. The fire losses amounted to $151,541,000. In the same period the companies collected almost $281,000,000 in premiums, but it was asserted by President George W. Babb, who was re-elected, that expenses of $116,900,000 and other items brought the total profits of the 180 companies in the association down to $1,938,136, or a little less than $11,000 per company.

There were 14,574 fires in Greater New York, with a loss of $12,470,806, of which $10,771,427 was covered by insurance. The damage to buildings was $4,864,240, to contents $7,606,566. The total insurance on the buildings and contents where fires occurred was $331,000,000. The number of fires was 2.87 per 1,000 of population, and the loss was $2.45 per inhabitant. For Manhattan alone the loss was $2.51 per inhabitant.

Among the conflagration losses were Bangor, Me., $3,500,000; Coney Island, $2,225,000; and Albany, N.Y., and State Capitol, $5,500,000.

In England, last year, the fire losses were 53 cents per capita; in France 81 cents per capita, and in Germany 21 cents per capita, as against $2.62 per capita in the United States.

The fire loss per capita in Canada last year was $3.02.—*Monetary Times.*



A MILLION SUBSCRIBERS

How many newspapers would it take to show a combined circulation list equal to the number of people who look at attractive picture posters each day? What shop windows hold the attention of the passers-by? The ones with the striking show-card, the picture that tells a story.

That is the advertising that lives. Whether in the office, the home or the store-window, the manufacturer who is talking to the public with the aid of pictures is getting the benefit of free advertising space.

Let us discuss designs for Hangers and Posters special suited to your requirements.

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Designers and Printers of Calendars, Show Cards, Advertising Novelties, Hangers, Signs, Window Displays, Posters, Labels, Booklets.

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High Class Lithographers and Designers of

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LABELS OFFICE STATIONERY

ADVERTISING PLAYING CARDS

Office and Works

ONTARIO STREET & PAPINEAU AVENUE

MONTREAL, CANADA

ARE YOU CONTEMPLATING?

THE DEVELOPMENT OF

INDUSTRIAL PLANTS,
FACTORIES,
WAREHOUSES,
MERCANTILE BUILDINGS.

DO YOU WANT?

the benefit of our experience in obtaining *maximum* results in BUILDING, MAINTENANCE, EFFICIENCY, and OUTPUT, at *minimum* cost.

CONSULT WITH

WM. STEELE & SONS CO.

ARCHITECTS & ENGINEERS

305 STAIR BLDG. - TORONTO, ONT.

J. J. RANEY, MANAGER

SPECIALISTS

in all types of modern up-to-date construction for over 50 years—at present developing a large industrial plant for John Crosley & Sons, of Halifax, England.

SOME TORONTO BUILDINGS DESIGNED BY WM. STEELE & SONS CO.
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- Consoldtd. Plate Glass Co.'s Warehouse
- Canadian Chewing Gum Co.'s Factory
- Empire Office and Warehouse Building

A CONSULTATION WITH US WILL SOLVE YOUR BUILDING PROBLEM.

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MANUFACTURERS AND IMPORTERS OF CHEMICALS

ESTABLISHED 1849

BRADSTREET'S

Capital and Surplus - $1,500,000

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THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

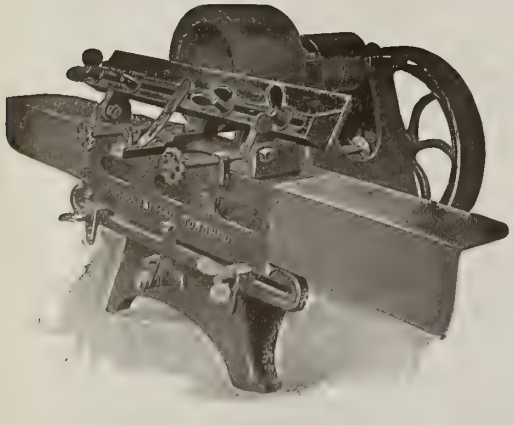
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CORRESPONDENCE INVITED

OFFICES IN CANADA

Edmonton, Alta. Halifax, N.S. Montreal, Que St. John, N.B. Hamilton, Ont. Ottawa, Ont. Toronto, Ont. Winnipeg, Man. London, Ont. Quebec, Que. Vancouver, B.C. Calgary, Alta.

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Does Not Draw Temper

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Machinists, Dies
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Toronto, Ont.

AMONG THE INDUSTRIES

The Rinnelley Co. are building a warehouse in Calgary.

Penmans, Ltd., are extending their factory at Coaticook, Que.

The Hupp Motor Co. are building a factory in Windsor, Ont.

Adams and Peers are erecting a business block in Calgary.

The Crawford Co. are building a $25,000 store in Edmonton.

The Bank of Toronto Building in Kingston is being remodelled.

The Cockshutt Plow Company are building a warehouse in Calgary.

Alterations are being made to the Prince George Hotel, Halifax, N.S.

The Salvation Army are building a store and office building in Niagara Falls.

Messrs. A. Bournes and G. E. Miller, Grimsby, Ont., are enlarging the Woolverton Block.

The Spirilla Corset Co. of Canada are extending their factory in Niagara Falls, Ont.

The Winnipeg Electric Railway are building a stable, costing $27,000, in Winnipeg.

The Riordan Pulp and Paper Co., Ltd., Montreal, has increased its capital to $6,000,000.

The Pelham Natural Gas and Oil Co. are building a factory, costing $10,000, in Fenwick, Ont.

Kinrade Brothers are building six stores and twelve apartments, costing $20,000, in Hamilton.

The Crown Gypsum Co., Ltd., are building a mill and twenty-five houses for workmen in Lythemore, Ont.

It is stated that the Canada Cement Company will establish a million dollar cement plant in Medicine Hat.

It is estimated that no less than six new elevators will be built in Fort William during the present year.

The Consolidated Pulp and Paper Company are planning to enlarge their pulp mill at St. John, N.B.

It has been decided to construct a dam on Moose Jaw Creek which will create a storage reservoir of 24,000,000 gallons capacity.

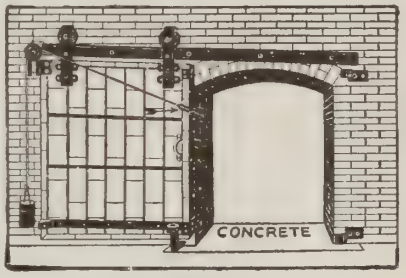
The name of the International Milling Company of Canada, Limited, has been changed to that of Continental Milling Company, Limited.

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If the cost of installing ORMSBY "UNDERWRITERS" FIREPROOF WINDOWS and DOORS is just three or four times greater than the reduction given, you have a most valuable investment, you have the money expended back not once, but every three or four years, and you have real fire protection all the while.





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Canadian Agency & Supply Co., Ottawa. C. H. Webster, Calgary.

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MONTREAL ∴ CANADA

The Winnipeg branch of the H. W. Johns-Manville Company found it necessary to move into new quarters at No. 92 Arthur Street, Winnipeg, about June 1st.

The Page-Hersey Company have announced their intention of locating in Fort William, and that work will be commenced on the buildings by July 1st.

The Western Paper Mill, Limited, has started its mill near New Westminster. The first output is building paper, for which the company has a large order.

The N. K. Fairbank Company, which has ben operating a factory in Montreal for several years, has taken out letters of incorporation at Ottawa, with an authorized capital of $500,000.

A municipal by-law granting aid to Derich & Lydt towards erecting a large furniture factory carried by a large majority in Milverton, Ont., the vote standing 139 in favor and 8 against.

The Canada Brush Company, Limited, have started their factory in St. John, and expect to have sixty hands employed. The new brush factory for T. S. Simms & Co. is to be completed this year.

The Acme Glove Works, operating factories at Montreal and Marieville, Que., and other places, have recently been incorporated, with a capital of $1,000,000, as the Acme Glove Works, Limited.

The firm of Nap. Sarrazin & Fils, Ltee., has been incorporated at Quebec, with a capital of $275,000. This firm will take over the business of Itzweire & Sarrazin, manufacturers of sash, doors, etc., at Montreal.

Mayor Young of Fort William states that he has perfected an agreement with the Edwardsburg Starch Co. whereby this firm will erect a plant in Fort William for the manufacturing of starch and glucose, at an early date.

Work is about to be commenced in the factory of the Cosmopolitan Clothing Company at Sherbrooke, Que. The Standard Jewelry Company are already working on their new plant, as are also the Jenckes Machine Company on their new addition.

The Canadian Pacific Railway Co. are tearing down the buildings on a property recently purchased by them at West St. John, N.B., and will call for tenders for the construction of necessary crib work to enable them to lay down a foundation for their new 1,000,000 bushel grain elevator.

The controlling interest in the St. Lawrence Sugar Refining Co., Ltd., was recently transferred to a syndicate of Canadian and English capitalists, and new letters of incorporation have been taken out under the style of St. Lawrence Sugar Refineries, Limited. Authorized capital $10,000,000.

The city of Fredericton has granted tax exemption and a free site for twenty-one years to the Palmer-McLellan Shoepack Company, Limited, with $75,000 capital. The company will erect a tannery, factory and other buildings, and undertakes to have forty hands employed at the end of the first year, and seventy-five at the end of the third.



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CUT FASTER
LAST LONGER

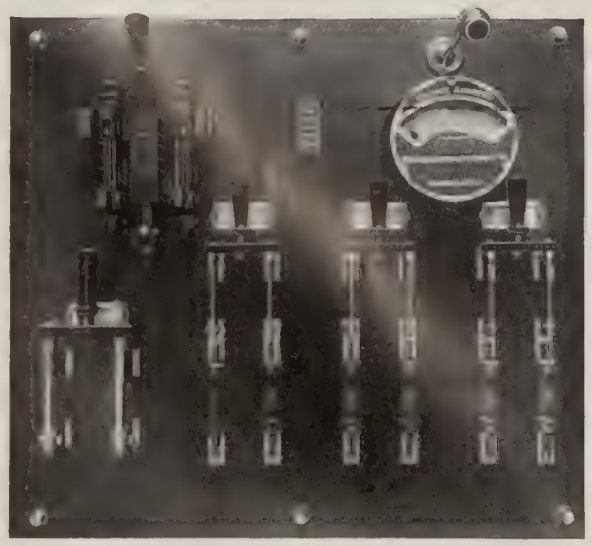
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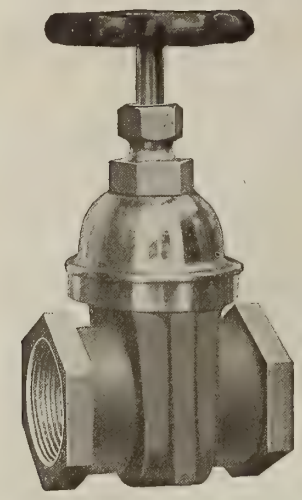
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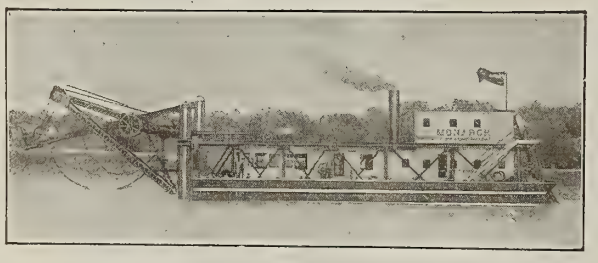
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Submarine Rock Drilling Machinery and other Contractors Machinery

AGENTS:

E. Leonard & Sons, St. John, N.B., and Calgary, Alta.
H. E. Plant, Montreal, Que., H. W. Petrie, Limited, Toronto, Ont.
Dominion Equipment & Supply Co., Limited, Winnipeg, Man.
R. Hamilton & Co., Vancouver, B.C.

Plans are being prepared for hotel for Hotel Cecil Company, Pres. Daniel McCormack, Hamilton, Ont.

Public announcement has been made of the decision of the George White & Sons Co., Ltd., of London, Ontario, to establish a large warehouse and assembling plant in Moose Jaw, moving their Saskatchewan headquarters from Regina.

Bulk and separate tenders have been called for by Mr. J. Wall, general manager of British-Canadian Canners, Ltd., Lister Blk., Hamilton, Ont., for the several works required in the erection of canning factories, warehouses, etc., at Cobourg, Bowmanville, Port Robinson, Merlin and Highgate, Ont.

It is reported that the Berlin Bedding Co. of Berlin, Ont., have signified their intention of establishing a plant in this city in the near future for the manufacture of bedding, mattresses, etc. A location has already been decided upon in the vicinity of Arthur Street. The building will cost approximately $30,000.

Mr. George C. Israel of Olympia, Washington, managing director of the Imperial Powder Company, and Mr. Arthur Peppin, one of the directors of the company, have been inspecting the vicinity of Vancouver for the location of a powder plant, which will mean an initial outlay of $250,000. The company owns a plant at Chehalis, Washington.

The following factories are under construction in Medicine Hat: Medicine Hat Steel Company; International Supply Company (to manufacture machinery); Ogilvie Milling Company (with a capacity of 3,000 barrels a day); Alberta Glass Company (to manufacture glass); Medicine Hat Porcelain Company. Five hundred thousand dollars has been financed to build a zinc smelter to smelt 200 tons a day, which will give employment to a large number of men; and the company intends to erect a plant to manufacture brass.

Among the new buildings in St. John, N.B., which are either under construction or on which work will soon be begun are the following: (1) A great new armory, 230x180 feet, taking in an entire block. (2) The Ames-Holden-McCready Company's six-storey brick warehouse, 51x100 feet. (3) A large brick warehouse, already built up to the third storey, for Manchester, Robertson, Allison, Ltd. (4) A new theatre, 78x126 feet, showing three storeys in front, with stores on either side of the main entrance, and a seating capacity for 1,780 persons. The contract for this building has been awarded to Henry L. Brown of Philadelphia. (5) Tenders will be called within the next few days for the erection of the three buildings which will comprise the new automobile factory on the Marsh Road. (6) It is expected that by July the Bank of British North America will begin tearing down the brick buildings on the corner of Dock Street and Market Square, on which they will erect a modern brick and stone bank structure. (7) It is expected that work on the new post-office for St. John will be begun soon, as the tenants have been moved out of a building which occupies a portion of the site, and which must be torn down. (8) The Aberthaw Construction Company of Boston have a crew of men at work on the foundation of the new brush and broom factory for T. S. Simms & Co., which will be the largest and finest factory of the kind in Canada, being of concrete construction, 400 by 52 feet, five storeys high, and specially designed for convenience in manufacturing and for the health and comfort of the workpeople.

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Industrial Canada

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